

Provisioner

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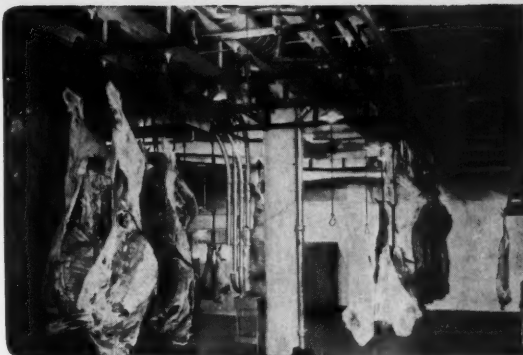
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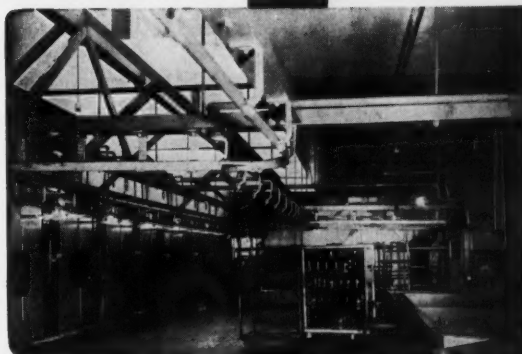


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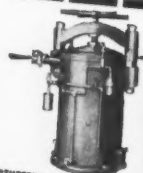
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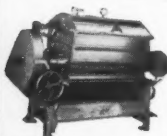


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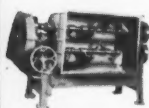
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(Made or for use under U.S. Pat. Nos.
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THE NATIONAL *Provisioner*

VOLUME 132 FEBRUARY 26, 1955 NUMBER 9

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"Our smaller cuts get CINDUS barrel liner protection. One thing about CINDUS Liners—they're consistent in size, always fit the barrel, just right. And thanks to the ELASTI-

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"We know it pays to do business with CINDUS. We get prompt delivery, size and shape we can count on, prices that are in line, with shipping charges included. Buying from CINDUS means no more "shopping around" for specials. Their complete line, their variety of grades, wax and wet-strength treatments fit all our packaging needs."

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ELASTIKRAFT—treated kraft, creped for stretch.

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You need no expensive equipment, no double rolls of plastic, no hot water baths, to over-wrap processed meats for self-service. Smoked butts, picnics, sausage chunks, sliced meats—all sorts of shapes and sizes—can be tightly and smoothly packaged in VISTEN casings by the VISKING Tite-Wrap machine. Air-activated. Foot-pedal operated. So simple, so fool-proof, there is *no down-time*. The machine costs you little, and you own it outright. No rentals or leases.

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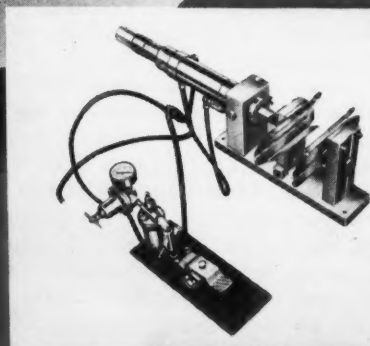
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**Ask your VISKING representative
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Pioneers and leaders in research and manufacture of a complete line of cellulose casings for the packing industry.



News and Views

THE NATIONAL

PROVISIONER

Vol. 132 No. 9

FEBRUARY 26, 1955

Can't Sell? Give It Away

Here is a story that illustrates one of the things wrong with the meat industry.

The reliable source of the story happened to be in the office of the vice president of a large retail food chain. The vice president, who does not ordinarily engage in meat buying operations and does not keep in close touch with markets, said that he would like to demonstrate to his visitor the packing industry's selling weakness by handling the next offering of product from a packer.

Shortly thereafter a telephone call was routed to the chain executive from the provision manager of a large packing company. He was offering a carlot of pork loins and, when the vice president asked the price, quoted the current "Yellow Sheet."

"No," said the vice president, "I'll give you eight cents off the 'Yellow Sheet' quotation."

After an indignant initial refusal, and some grumbling, the packer's sales representative eventually took the price offered by the chain.

To cap the incident, when the chain's regular pork buyer heard about the transaction, he immediately got in touch with the branch from which he ordinarily purchases pork loins on the market sheet list basis and belabored the seller there into giving him loins at five cents under the "Yellow Sheet."

Even assuming, with charity, that the packer's position might have been one in which he had to sell the product, we believe that the chain executive proved his point that all too often packers are "order takers" and not salesmen.

It also seems to indicate that even though a market reporting service might be as accurate and authoritative as the Holy Writ, it cannot protect either the industry or the individual packer against such foolishness and the effect that it may have on the markets.

Preliminary Plans for a 1955 canned meats merchandising program, aimed at surpassing last year's record high production of 1,386,169,000 lbs. for civilian consumption alone, were announced this week at the annual luncheon of the National Meat Canners Association in Chicago. With competition, such as frozen foods, increasing, meat canners will put forth more promotional effort this year, both individually and as a group, said R. E. Brickman of Illinois Meat Co., Chicago, association vice president. The association is planning its major advertising push for August, rather than in June as before, in an effort to increase the consumption of canned meats when there customarily is a lull. Retailers, Brickman said, have assured the association they will continue their big emphasis on canned meats during the peak summer holiday periods.

The increased popularity of canned hams in this country last year was mentioned by Brickman. Of the 3,000,000 lbs. sold, he said, "unfortunately 1,000,000 lbs. came from outside" this country. "The only way to meet this is to put out a better product and the public will buy it," he added as a challenge to the group.

Approximately 150 persons attended the luncheon in the Blackstone Hotel. The 26 member companies of the association handle about 85 per cent of the canned meats production in the United States.

The Setting of Minimum government standards for canned meats in Canada was advocated by R. R. Furlong, incoming president of the Canadian Food Processors Association, at the annual meeting of the association at the Seignior Club, Quebec. The Canadian government now sets minimum standards for canned fruit and vegetables. Furlong, sales manager of Burns & Co., Ltd., East Calgary, Alberta, said that quality of canned meats had "terrifically improved" in the past 12 months but consumption was down from the previous year. The question of government standards was left in abeyance pending a further meeting on the subject.

Formation of a National Beef Council to promote beef consumption and research has been endorsed by major segments of the "beef team." Representatives of nearly 40 groups, including packers, cattlemen, marketing agencies, retailers and restaurateurs, indicated their approval of such a council at a Chicago meeting called by Jay Taylor, president of the American National Cattlemen's Association. A special subcommittee was named to present organizational plans at another meeting to be called within the next few weeks. (See story and pictures on page 10.)

WSMPA Re-elected E. Floyd Forbes as president and general manager at the association's ninth annual meeting in San Francisco. Nate Morantz, president of State Packing Co., Los Angeles, was re-elected chairman of WSMPA's board of directors. Next week's NATIONAL PROVISIONER will carry a full report on the annual meeting, including significant speeches, pictures of convention highlights, committee action and other developments.

Open Hearings on the House-passed reciprocal trade bill (HR-1) will begin Wednesday, March 2, before the Senate Finance Committee. The committee will receive applications until March 4 from persons desiring to be heard at the hearings. No witness will be permitted to repeat testimony which was presented earlier to the House Ways and Means Committee, the Senate group said. L. Blaine Liljenquist of WSMPA was among opposition witnesses appearing before the Ways and Means Committee.

The Advertising Story

What are packers and sausage manufacturers doing to increase sales through advertising?

Are they spending more money to promote their products?

Who decides what should be spent and on what basis?

Is the small packer sold on TV, point-of-purchase, newspapers or radio, or does he have other means for getting his message across?

The NP sought answers to these and other questions in a recent survey. The results are told in a 4-article story beginning here.

SOME years ago it might have been called the \$64 question—How much to spend for advertising? The meaning of that former radio quiz show figure all but disappeared in the postwar giveaway rash, but the question is just as perplexing.

THE NATIONAL PROVISIONER has sought answers to this and many other questions in a survey conducted the past several months among local and regional firms throughout the country.

Companies that distribute product within a 125-mile radius of the plant were classified as local; those with a radius of up to 300 miles as regional. Since firms with national distribution encounter different problems and often meet them in ways out of range for the small or medium-sized company, national packers were not included in the survey.

The year 1955, even more than the year just past, is expected to be one of keen competition in a buyer's market. The series of articles beginning here will relate the experiences of packers in their efforts to meet the challenge of growth and competition, in part, through advertising. It is hoped that the series may reveal an answer to some problem of your company and help you "Thrive in '55."

Forty packers and sausage manufacturers from 26 states cooperated with The National Provisioner in the survey. Their annual sales volumes ranged from \$300,000 to \$25,000,000 and their 1954 advertising budgets from 0 to \$75,000. Two regional

packers with sales volumes of \$25,000,000 allotted the same amount, \$75,000, as a regional sausage manufacturer with a \$7,000,000 volume.

The \$300,000 packer, a local firm in the Southwest, allocated slightly more, \$3,600, than did two midwestern packers with sales volumes of \$2,000,000 and \$1,500,000, respectively, who set aside \$3,500 each. Another midwestern packer selling \$2,500,000 annually budgeted \$3,600.

An Eastern packer with an annual sales volume of \$1,125,000 was among eight reporting firms that either do no advertising or so little that company officials said the amount spent was too insignificant to mention. Two other companies gave information about their advertising media but did not give figures that would show a comparison between annual sales volumes and advertising expenditures.

Twenty-one, or more than two-thirds, of the 30 companies indicating their advertising budgets, increased them for 1954. Four firms decreased the allotment for advertising; three planned to spend the same amount as during 1953, and the budgets of two others did not permit comparison between the two years.

Basis for Budget

How did they arrive at those figures? Nine companies assigned a certain percentage of annual sales, ranging from .3 per cent in the case of a regional packer with \$25,000,000 in sales to a 2-plus per cent for an

Eastern sausage manufacturer with an annual sales volume of \$600,000. In most instances, sales volume of the previous year was used as the criterion, but one Eastern packer said his budget was set up on the basis of 1½ per cent of anticipated sales.

A Midwestern packer, whose entire \$34,000 advertising budget is directed toward his sausage products, allotted 1c per pound on all sausage sold. Officials of several firms said their advertising budgets were determined on the basis of "past experience" or were arbitrary figures.

The table on page 9 shows the 1953 and 1954 advertising budgets of the 30 companies and how most of the budgets were determined.

The Man in Charge

Who is in charge of advertising?

All but one of the firms co-operating in the survey said that advertising is directed by a top management official; the exception has an advertising manager and considers the position as on a "semi-management" level. The advertising program is administered by a sales manager at 12 companies and by the president or plant manager at a like number of firms, representing the bulk of those reporting.

In other firms the job is assigned to such officers as the vice president, assistant manager, treasurer or secretary. While officials in three firms have the title of "advertising manager," their duties also include such

other activities as meat buying, personnel work and production supervision.

L. J. Fritz, partner in Wilber Wiener Co. Wilber, Neb., who handles the firm's \$7,000 advertising program, also is in charge of sales, personnel, supplies, the office and jobbed merchandise. Sales volume at this company totaled \$700,000 in 1953, and the amount for advertising was determined on the basis of 1 per cent of sales.

E. H. Berky, vice president of Wiederhold Sausage Co., St. Petersburg, Fla., is in charge of administration,

purchasing and sales management as well as advertising. The company had a sales volume of \$350,000 in 1953 and spent \$3,500 for advertising. The 1954 advertising budget was set at 1½ per cent of sales.

In charge of advertising at Robbins Packing Co., Statesboro, Ga., is Charles Robbins, jr., partner. He also supervises the office and is in charge of sales. The budget each year was \$5,000 for this firm, which has an annual sales volume of \$1,000,000. The amount for advertising was determined by allowing flat sums for certain media—\$1,000 for radio, \$500

for newspaper advertising and \$3,500 "for Christmas gifts, etc.," Robbins said.

The busy treasurer of a Midwest plant, who is in charge of advertising as well as financial affairs of the \$6,000,000 annual business, might have been speaking for most in his answer to the question, "Is advertising the full-time job of the person in charge?"

"H'll, no," he said.

Sixteen, or more than 50 per cent of the reporting companies which do advertise, however, have the assistance of advertising agencies in planning and carrying out their pro-

LOCATION OF FIRM AND EXTENT OF DISTRIBUTION

	Annual Sales Volume	1953 Ad Budget	1954 Ad Budget	How decided
Southeast, Regional	\$25,000,000	\$50,000	\$75,000	Felt firm needed more advertising
Northwest, Regional	25,000,000	Not given	75,000	.3% past year's sales
Midwest, Local	13,000,000	9,000	15,000	As need and opportunity arise
Midwest, Regional	12,000,000	22,000	25,000	Needed additional advertising to increase volume of branded items
West, Regional	10,000,000	13,000	20,000	Estimated cost of launching effective planned campaign
West, Local	7,500,000	6,500	37,500	More advertising needed for expanded sales area
East, Regional*	7,000,000	80,000	75,000	Approximately 1% past year's sales
Midwest, Local	7,000,000	32,000 to 35,000	40,000 to 42,000	Approximately .5% of sales
Midwest, Local	6,000,000	25,000	34,000	1c per lb. on all sausage sold
Midwest, Local	6,000,000	10,000	Not given	No budget is planned in advance
Midwest, Local	5,000,000	12,000	15,000	Felt more advertising needed
Northwest, Regional	5,000,000	6,000	12,000	Arbitrary figure. Felt need for more consumer acceptance
Midwest, Regional*	4,000,000	38,000	40,000	1% of past year's sales
Midwest, Regional	4,000,000	10,000	12,000	Past experience
Southwest, Local	3,500,000	10,100	10,100	Past experience
Midwest, Local	3,500,000	5,000	15,000	Based on preceding year's profits
Midwest, Local*	3,000,000	36,000	30,000	Anticipated sales plus individual product needs
South, Local	2,500,000	6,000	9,000	Needed more to meet competition
Midwest, Local	2,500,000	5,200	3,600	No set budget is determined
East, Local*	2,250,000	40,000 to 50,000	25,000	Minimizing promotion because volume is good and increasing
Midwest, Regional	2,000,000	2,000	3,500	Amount increased because of keener competition
Midwest, Local	1,500,000	3,500	3,500	Not given
Midwest, Local	1,500,000	5,000	6,000	Flat sum allotted
Midwest, Local	1,400,000	Not given	Not given	Firm increased expenditures but does not budget in advance
South, Local	1,000,000	5,000	5,000	Flat sums allotted to certain media
East, Local	800,000	9,000	12,000	1½% of anticipated sales
Midwest, Local*	700,000	6,858	7,000	1% of sales
East, Local	600,000	12,319	12,000 to 15,000	2+ % of sales
Southeast, Local*	350,000	3,500	5,250	1½% of sales
Southwest, Local	300,000	1,440	3,600	Approximately 1% of past year's sales

*Firm handles sausage only

grams. Smallest of those retaining an agency on a year-round basis is an Eastern sausage manufacturer with an annual sales volume of \$600,000 and an advertising budget of \$12,000 to \$15,000 for 1954. Next smallest company with agency help is a local packer in the East, with an annual sales volume of \$2,250,000 and a 1954 advertising budget of \$25,000. Smallest amount budgeted for advertising by a firm employing an agency was the \$9,000 set aside by a local packer in the South, with an annual sales volume of \$2,500,000.

The vice president and general manager of a Midwestern local packing plant handles his company's \$12,000 advertising program without any assistance while a regional packer in the Northwest with a budget of the same amount retains an agency. With a single exception, all reporting firms which spend more than \$12,000 for advertising have agency help.

Surprisingly, this exception was one of the two largest companies, a regional firm in the Southeast, with an annual sales volume of \$25,000,000 and a 1954 advertising budget of \$75,000. Advertising for the company is handled entirely by the plant manager along with his many other responsibilities. The 1954 budget represented a 50 per cent boost over 1953's \$50,000. "Figured we need more advertising," the plant manager said in explaining the increase.

"Increased competition" was the explanation of several for their budget boosts. This includes Queen City Packing Co., Dickinson, N. D., which spent \$3,500 as against \$2,000 in 1953. Walter T. Kack, president and manager, is in charge of advertising for the firm, which has an annual sales volume of \$2,000,000 and regional distribution.

Florence Packing Co., Florence, Ala., went from a budget of \$6,000 in 1953 to \$9,000 in 1954 for this reason. C. M. Champion, sales manager, is in charge of advertising for this local firm and has the help of one person within the plant as well as an advertising agency. Annual sales volume is \$2,500,000.

"Increased competition and brand name establishment" were the reasons behind the increase from \$9,000 to \$12,000 for advertising by The A.Y.O. Packing Co., New Britain, Conn. Edwin F. Ostrowski, manager, is in charge of advertising for the local firm, which had a 1953 sales volume of \$800,000. He said the budget is determined on the basis of 1½ per cent of anticipated sales.

Seattle Packing Co., Seattle, Wash., which sells \$25,000,000 annually, went from "no specific amount" in

'Beef Team' Endorses National Council

A big step toward formation of a National Beef Council was taken late last week in Chicago by representatives of nearly 40 associations, agencies and businesses on the "beef team."

The group, called together by Jay Taylor of Amarillo, Tex., president of the American National Cattlemen's Association, considered many plans for beef promotion and merchandising before passing a resolution favoring formation of such a council.

The resolution called for the National Beef Council to be given broad scope in promotion, merchandising and coordination of the many existing activities in research and promotion. It also emphasized that council functions should supplement rather than replace existing activities and agencies in the beef promotion and research field.

Taylor was asked to head a special subcommittee which would present organizational plans at a subsequent meeting within the next few weeks.

Members of the subcommittee include John Marble, Carmel Valley, Calif., and Edwin Karlen, Columbia, S. D., cattle producers; Aled P. Davies, American Meat Institute, Chicago; C. T. Sanders, manager, National Livestock Auction Associa-



SPEARHEADING drive for National Beef Council are (l. to r.): Don Collins, first vice president; Jay Taylor, president, and F. E. Mollin, executive secretary, American National Cattlemen's Association, shown at luncheon.

tion, Billings, Mont.; Herman Aaberg, director, livestock department, American Farm Bureau, and F. E. Mollin, executive-secretary, American National Cattlemen's Association, Denver, Colo.

The meeting was a direct outgrowth of the American National's annual convention where cattlemen urged that such a council be formed as a part of a practical, long-range beef promotion program on a national scale.

Represented at the meeting, in addition to cattlemen, packers, marketing agencies and retailers, were major farm groups, the Department of Agriculture and many associations and businesses in the cattle, beef, dairy, restaurant and food distribution industries.



NEARLY 40 associations, agencies and businesses making up the "beef team" were represented at luncheon meeting at the Union League Club in Chicago.

1953 to an advertising budget of \$75,000 or .3 per cent of sales, for 1954.

"We are a young firm, and it was first necessary to develop a brand and also our packaging," explained Robert W. McManus, sales manager. Approximately 95 per cent of Seattle Packing's advertising budget is spent for promotion of packaged products and 5 per cent for fresh meats. Pre-packaging made necessary larger advertising expenditures, McManus said. To help plan and carry out the program, McManus has a staff of two persons and

also retains an advertising agency.

Robert J. Styr, advertising manager of Kern Valley Packing Co., Bakersfield, Calif., said that addition of new prepackaged items of sausage to the firm's line and an increase in general sausage production required an increase in advertising during 1954. The company budgeted \$20,000, compared with \$13,000 in 1953. Annual sales volume is \$10,000,000.

Since 1954 was the first year that Kern Valley had a planned program (Continued on page 32)

NOW a NEW rendering catalog to SAVE money for YOU

BOSS
CHAS. G. SCHMIDT
MANUFACTURERS OF MEAT PROCESSING EQUIPMENT
1886

The Cincinnati Butchers' Supply Company
RENDERING EQUIPMENT

Main Office and Plant: 102 Blade Street, Cincinnati 16, Ohio, U. S. A.
Branch Office: 524 West Exchange Avenue, Chicago 9, Illinois

pages and PAGES and PAGES

NEW plant-layouts **NEW engineering tables**
NEW data on rendering **NEW production charts**

PLUS the latest information on "BOSS" equipment for rendering plants. Write for your copy today... **IT'S FREE!**

ADDRESS

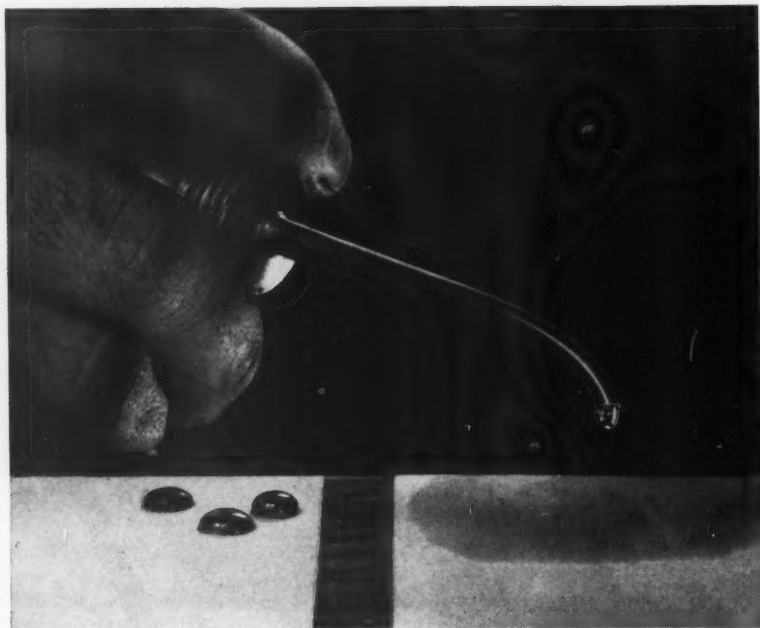
THE CINCINNATI BUTCHERS' SUPPLY COMPANY
102 Blade Street Cincinnati 16, Ohio

Tomorrow

YOU WILL LIVE WITH TODAY'S DECISIONS... BEST BUY BOSS

FEBRUARY 26, 1955

Patapar 27-21T STOPS GREASE "CRAWL"



Patapar 27-21T—
NO "crawl"

Conventional grease-resisting
paper. Note "crawling"

OIL DROP TEST PROVES IT!

27-21T is a special light-weight type of Patapar Vegetable Parchment. In addition to its high wet-strength, Patapar 27-21T is so grease-proof that drops of oil placed on it remain on the surface in little globules. They do not spread or seep through. There is NO GREASE CRAWL.

For products with high grease, fat or oil content, Patapar 27-21T provides a LOW COST protective wrapper that stays clean and appetizing—free from surface stains. It is ideal for packaging lard, shortening, sliced bacon, sausage and other meat products.

We will gladly furnish samples of Patapar 27-21T for testing. Write us telling your requirements.

Patapar®
Vegetable Parchment
HI-WET-STRENGTH • GREASE-RESISTING

HEADQUARTERS FOR VEGETABLE PARCHMENT SINCE 1885

**PATERSON PARCHMENT
PAPER COMPANY**

Bristol, Pennsylvania
West Coast Plant:
340 Bryant Street, San Francisco 7
Sales Offices: New York, Chicago

Armour Shows Profit For First Quarter

Armour and Company, Chicago, operated at a profit in the first quarter of the current fiscal year, in contrast to a loss in the first quarter of last year, F. W. Specht, president and chairman of the board, reported at the annual meeting of shareholders.

"This year," he said, "the hog supply is improving. We have had gains in pork production every month of the present fiscal year over the corresponding month of the previous fiscal year, and we expect this trend to continue. Cattle supplies continue close to 1954's record marketings. These favorable supply factors should result in a more stable situation pricewise and make it possible to operate profitably."

Armour had net earnings of \$1,557,092 in the 1954 fiscal year ended October 30, compared with \$10,339,164 in fiscal 1953. "The unfavorable results for the 1954 fiscal year were due principally to losses in pork operations, which were brought about by the shortage in the supply of hogs and the resultant unfavorable price pressures," Specht explained.

The Armour executive also said the company's entire Chicago plant streamlining project is nearing completion and "we are beginning to realize some of the savings which had been projected."

What Specht described as a "living catalog" of Armour's branded products was displayed at the shareholders' meetings to illustrate the many items produced and the importance of labeling and appearance of packages sold on a self-service basis.

"Constant changes are necessary in producing, packaging and marketing these products because the public's taste changes," he said. "Fully ten per cent of the food products and packages you see here today are new. We couldn't have shown them to you at this time last year because we didn't have them. I don't know that the percentage of new products will be as large every year, but it will be substantial."

Safetygraphs Available

First aid safetygraphs on "How to Control Bleeding," "First Aid Treatment for Burns," and "Transportation of Injured Persons," are available from the National Safety Council, 425 N. Michigan ave., Chicago.

The safetygraphs, which provide a ready means of training small groups, consist of 12 spiral-bound pages, 18 x 24 in., that can be set on a flat surface and opened to form an easel.

'New Look' on Management-Union Front

Dual allegiance considered essential to worker welfare.

Two sides come closer on standards for good day's pay for good day's work.

Mutual agreement clauses called labor-management contract 'booby traps.'

A FUTURE state of "harmonious opposition" is foreseen in management-union relationships through the dual allegiance of the unionized industrial worker. An overwhelming percentage of employees, more than 90 per cent, have an allegiance both to their company and to their union.

Reporting on his four-year study conducted at Swift & Company, Chicago, Fr. Theodore V. Purcell, S.J., said "there is no basic incompatibility in this dual allegiance." Fr. Purcell, assistant professor of psychology and industrial relations at Loyola University, Chicago, spoke at the personnel conference of the American Management Association.

The average worker seeks from each of these two entities the fulfillment of his needs. A recorded interview with a Swift employee whose service dates from 1916 emphasized the man's desire for steady employment. The ability of Swift to maintain a high level of employment was the dominant reason for this employee's company allegiance. A woman employee who previously worked in the steel mills and metal fabricating industry liked her employment with Swift because the work was easier and the pay higher. A foreman who came up from the ranks stressed the fair treatment he received from management. Steady employment, good wages and fair treatment were the plus factors the employees wanted from their employer.

On the other hand, the ability to move directly to top management with a grievance, without going through intermediate channels, plus the protection of seniority rights were the services the employee expected from his union, Fr. Purcell stated. While he did not accuse the supervisory level of unfairness, the average employee felt skulduggery, if encountered, was contrary to top management policy. The average Swift employee has faith in the integrity of top management. His ability to get a hearing at the top echelon through griev-



AFTER addressing AMA on labor matters, Fr. Purcell chats with John Killick, executive secretary of the National Independent Meat Packers Association. Killick later extended invitation to Fr. Purcell to participate on labor panel at NIMPA's next convention.

ance procedure was a major reason for union loyalty.

In his studies conducted in 1950, with a sampling of 202 hourly-paid employees, Fr. Purcell reports that 92 per cent were favorable to Swift, seven per cent were neutral and one per cent was unfavorable.

For union evaluation, he found that 79 per cent of the employees favored the union, eight per cent were neutral and 13 per cent were unfavorable. Among the foremen, 57 per cent were favorable to the union, 16 per cent were neutral and 27 per cent were unfavorable.

On the other hand, 88 per cent of the union stewards were favorable to the company.

In the question and answer period, Fr. Purcell said current studies at other Swift plants showed the percentage of workers declaring dual allegiance is over 90 per cent. The figures in the original study were affected by the internal problems within the union local.

In pressing their allegiance, the workers did not forego the right to disagree with either union or company policies.

Neither allegiance was ideological. The average worker felt company-union relationship should be "50-50." The worker realizes that his union, as well as the company, could be wrong in its demands or policies. The average employee resents unfair demands by the union upon the company. He considers the company equally essential to his well being.

Fr. Purcell noted that leadership

attitudes of company foremen have a direct bearing on the employee's loyalty to the company.

By statistical sampling it was found that older employees and women tended to favor the company. The Negro and younger workers favored the union.

As a sidelight on the degree of allegiance the union commanded, Fr. Purcell stated that during a union election in which there was a struggle between left and right factions only about 50 per cent of the employees voted. However, Fr. Purcell pointed out that the percentage exercising their franchise right paralleled political voting. Part of the low voting percentage might have been due to the distance from the plant to the voting place, some four blocks.

Union officials were concerned, however, with the low attendance at meetings, which drew only about one per cent of the membership. When asked for the reason, the employees replied they preferred to bowl, to watch TV, to see a movie, visit friends, etc.

Fr. Purcell stated that dual loyalty could be a positive institution in human relationships in the plant community.

Harmony at Honeywell

Following the address of Fr. Purcell, the audience heard and saw an example of harmonious opposition in action. The subject, real meaning of "A Fair Day's Work For A Fair Day's Pay," was discussed by H. S. Olsen, director, personnel and industrial relations, Minneapolis-Honeywell Regulator Co., and Robert I. Wishart, secretary-treasurer, Local 1145 Teamsters Union of Minneapolis-Honeywell Employees, both of Minneapolis, Minn. While the company has achieved with the union joint effort to eliminate waste both of material and time, Olsen stressed the company retained the right to manage. Standards for work performance were set by the firm's industrial engineering department. He attributed the ability of the firm to retain good working relationships with its employees to the following facts:

1. The company has enjoyed a continued growth cycle and has been prosperous.

2. Harry Long, who was superintendent during the unionization of the plant, had the respect and confidence of the union leaders.

3. Almost no turnover of personnel who managed the plant and who di-

rected the affairs of the union. Through the years these personnel developed a mutual respect and understanding of each other's problems.

4. Management has been successful in enlisting the aid of the employee group to keep the company competitive. The employees appreciate that only through progress and growth of the company can they hope to better themselves.

5. Finally, the firm maintains a policy of promotion from within.

'Cold War' Way to Ruin

Wishart said the union would seek constantly to better working conditions, rates of pay, vacation benefits, etc. for its members, but it knew that it could only secure these as the company prospered. The more contracts the firm could secure, the more jobs the members would have. The union does not approve of sweatshop nor featherbedding tactics. To secure a responsible attitude on the part of unions, company management must be equally responsible in its dealings with the union. Each must consider fairly the problems of the other, Wishart stated.

He noted that neither company nor union could stand the economic ruin certain to follow a "cold war" by either party. Both sides should be willing to resolve their differences without suffering financial losses consequent to a strike. Both parties have used arbitration by a disinterested third party to settle stalemated problems. Wishart observed that while some decisions have been against the union, that is hardly a reason for discontinuing arbitration any more than an unfavorable court verdict is cause for junking the judiciary system.

The firm does not have a closed shop contract, but has about 99 per cent of its employees enrolled voluntarily in the union. Olsen said the firm operates as a measured day's work shop. When asked what constituted a day's work, Wishart said the union considered a day's work to be what the specific individual was able to perform with honest effort. While the output would vary from worker to worker, it should always represent the maximum effort of the employee, Wishart observed.

His union does not approve of pegging practices by which employees stretch work to maintain some quota. In one department, with about 100 employees, it was noted that from week to week the productivity would not vary as much as 0.3 per cent. Union officials made it clear to the department employees that it would not countenance this work pegging.



SMILES indicate harmony on labor-management front. Both H. S. Olsen, director, personnel and industrial relations, Minneapolis-Honeywell Regulator Co., and Robert I. Wishart, secretary-treasurer, Local 1145 Teamsters Union at Honeywell plant, spoke on necessity for mutual cooperation.

The production in the department went up 15 per cent. More importantly, the morale of the department improved.

Loss By Mutual Agreement

In its dealing with unions, management must not abdicate its right to manage—this was the warning of Mathew M. Gouger, vice president, General Aniline & Film Corp., New York. By acquiescing to mutual agreement clauses in labor contracts, management loses its right to manage to the detriment of all, including labor. The speaker cited as an example a large firm which lost a substantial Army contract because management and labor, through the mutual agreement clause, could not agree on wage rates. By the time they agreed some other firm had the contract. In another instance, a \$6,000,000 plant remained idle while union and management tried to reach a mutual agreement on the plant's manning table. Nobody benefited. Stockholders had no return on their substantial investment; employees had no pay checks.

For the protection of all, management should insist on the right to determine questions of work assignment, promotion, shift assignment, rates for new jobs, etc. Any question as to the fairness of these decisions should be resolved through the established grievance channels. Normal business should function while the disputed questions are being resolved.

If working conditions change because of technological advances within the plant, management should precondition the workers to these facts. The company should not expect—for it will not get—acceptance of explanations for technological changes

given at the time the machinery or process involved is ready for operation. Employees should be prepared for the change from the time management starts planning, Gouger said.

He also repeated the frequently heard statement that management should know all facts about its labor costs, including fringe items and labor contract provisions in terms of actual and potential costs and limitations on procedure. He said unions are generally better informed on matters of labor negotiation than management.

Asked if he recommended use of legal assistance in contract negotiation, Gouger said he called in legal assistance when the actual phrasing of the agreement was to be reduced to a formal contract.

In plants where the employer trustees were active and alert in the administration of union welfare funds, the level of administration was found to be excellent. Where there was abuse of one sort or another, the employer trustees were asleep at the switch, asserted Sol Gelb, former judge of the Court of General Sessions, county of New York. Gelb based his opinions on his investigation of union welfare funds conducted in the state of New York for the superintendent of insurance. Most of the funds were well administered. However, at least 15 per cent were very poorly handled.

The principal abuse was siphoning of contributions into unwarranted and illegal expenses, such as fancy salaries to union administrators of the fund. In poorly administered funds, the expenses ran as high as 42 per cent. Properly administered funds had expense ratios as low as 3 to 4 per cent, Judge Gelb concluded.

• • •

Nebraska Fair Trade Act Ruled Unconstitutional

An opinion handed down by the Nebraska Supreme Court held that the state's fair trade act, permitting manufacturers to establish minimum resale prices for their products, is unconstitutional.

Although the law does not violate the federal constitution, the court ruled, it does violate the state constitution.

The high state court affirmed a Douglas County District Court ruling that the law is unconstitutional on the grounds that the title did not clearly reveal the substance of the act in that it referred to voluntary agreements but did not mention the compulsory aspects as applied to non-signers. A manufacturer of electric toasters was involved in the case.

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MCCORMICK

Banquet
® BRAND

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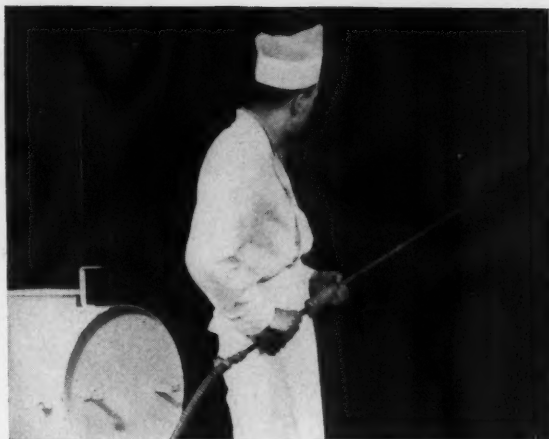
PEPPER

Here's PEPPER that *never varies*—in purity, character, and highest quality proved in McCormick's exacting laboratory tests. *Count on BANQUET BRAND for satisfaction, always.*



New "Lever Closure" of 200 lb. drum lets you keep PEPPER fresh, full-bodied ...over entire period of use.

MCCORMICK & CO., INC. • Baltimore 2, Maryland
World's Largest Spice and Extract House



Mechanized Smokehouse-Cleaning Saves Meat Processor \$5000

**Oakite Hot-Spray cleaning eliminates
fire hazard, reports plant superintendent**

With great quantities of frankfurters being smoked each week, one processor found walls building up quickly with carbonized grease. There was nothing to do but scrape, scrub and try to keep ahead of the accumulating deposits. Even so, three fires costing processor \$5000, had broken out within a year. Oakite was asked for advice.

The Oakite Technical Service Representative had a well-tested procedure. He recommended the powerful cleaning team of the Oakite Hot-Spray Unit plus Oakite Composition No. 24 detergent. So easy did smokehouse cleaning become with this combination that it was made a standard weekly operation for six smokehouses. Oakite solution, applied with the Oakite Hot-Spray Unit, was allowed to soak in for 5 to 10 minutes, and then simply flushed away along with the soil.

Results: Not one fire in the two years since the Oakite Hot-Spray Unit and detergent were put to work. And the company has thereby eliminated any recurrence of the \$5000 fire loss.

Proving that . . . in industrial cleaning it always pays to consult Oakite.

★ ★ ★

Send for this booklet. It shows how Oakite offers you cleaning *results* instead of just cleaning materials. Write Oakite Products, Inc., 20A Rector Street, New York 6, N. Y.



SPECIALIZED INDUSTRIAL CLEANING
OAKITE
MATERIALS • METHODS • SERVICE

Technical Service Representatives in Principal Cities of U. S. and Canada



OLD IN EXPERIENCE, BUT NEW AS TOMORROW IN METHODS

United States Cold Storage Corporation



WHAT DO YOU KNOW ABOUT

"Productivity and Cost Reduction in the Meat Industry"

A new book by industrial engineer E. Michael Bannester, which is sold only by the PROVISIONER, discusses:

1. From marginal to profitable operation through increased productivity.
2. Productivity and efficiency, the man-hour, unit labor costs, etc.
3. Plant layout and materials handling; productivity relationship.
4. Incentive: work simplification versus speedup.
5. Work measurement; motion and time study; job evaluation.
6. Cost control.
7. Quality control and its application to meat packing.
8. Industrial engineering: how and who.
9. The hog kill; productivity gauge; how to check your labor cost.
10. The hog cut out; gauging; measurement by piece or weight.
11. The cattle kill; productivity gauge; labor saving developments.
12. Boning; productivity; integration of work standards.
13. The sausage kitchen; efficiency, scheduling; operations analysis.
14. Pre-packaged meats; productivity gauges and cost savings.
15. Canning.
16. Order assembly, packing and shipping; order picking, product grouping, line planning, etc.

Send order and remittance (\$6.50 per copy plus 25c if foreign shipment) to

BOOK DEPARTMENT

THE NATIONAL PROVISIONER

15 West Huron Street

Chicago 10, Illinois

Oklahoma Packers Press For Compulsory State Inspection of Plants

The Oklahoma Independent Meat Packers Association is sponsoring a bill providing for compulsory state inspection of meat packing establishments. Under the bill, the Oklahoma state Department of Agriculture would set and enforce minimum operating standards and provide for proper inspection of all animals slaughtered in the state.

A similar measure before the state legislature last year failed to pass by a narrow margin, but association officials are relatively confident of the inspection bill's passage at the current session.

Ray Turney of Turney Packing Co., Blackwell, Okla., president of the association, has been working with other packers throughout the state lining up support for the bill and more than 50 concerns have joined in the association's efforts to secure the desired legislation.

Local Action Restrictive

The need for uniform regulation throughout the state has been highlighted by passage of a local ordinance in Tulsa County, which apparently will prevent Oklahoma packers from selling meats and meat products in the Tulsa area unless they conform to Tulsa inspection standards. The possibility of other state divisions passing regulations which could conflict with those in Tulsa or elsewhere, thus restricting a concern from operating outside its immediate locality, has pointed up the necessity for uniform standards throughout the state.

It also is felt that setting and providing for maintenance of minimum standards would benefit the population of the state and the commercial meat establishments operating in Oklahoma.

Association vice president Charles Hamilton of the Wickham Packing Co., Sapulpa, and Lee Harris of Harris Meat and Produce Co., Oklahoma City, secretary-treasurer of the group, also are active in the effort to secure the legislation. The association is pressing for early action on the bill in view of the public welfare and also because of the possibility that Tulsa County may begin condemning product from other state plants which have not adjusted to Tulsa regulations.

State meat plant inspection currently is voluntary in Oklahoma, with 14 packers now operating under state inspection.

Florida to Issue Frozen Food Handling Rules

Florida's Department of Agriculture has revealed it is collecting information on the handling of frozen foods preparatory to promulgating regulations for truckers and retailers.

"We hope that we will be able to get enough information on the subject to prepare some regulations in the not too distant future," said State Chemist J. J. Taylor. He added that he knew of no state which had yet put such rules into effect for consumer protection.

Taylor said Florida's regulations governing frozen food before it reaches the consumer probably will include rules on refrigeration in transit and temperature of store freezers and the level to which they may be filled.

Although pointing out that you can't regulate the housewife in being careful to keep frozen food from thawing out before it is used, Taylor said the regulations also may include a requirement that package directions for dealing with it once it is sold be made more detailed and emphatic.

San Jose Area Packers Boost Butchers' Wages

A one-day strike by AFL butchers against five San Jose (Calif.) packing plants was settled following intervention by Federal Mediator Charles Rehms.

The strike ended with the union accepting a \$3 to \$5 weekly pay increase for its 800 members in Santa Clara, Monterey, Santa Cruz and San Benito Counties. The new raise will be retroactive to January 1. Jobbing butchers will get an additional \$5 a week; slaughterhouse butchers, \$4, and boners, \$3.

A contract between the union and the Central California Meat Processors' Association, representing the plant owners, expired last November.

Livestock Interests Back Mellorine in New Mexico

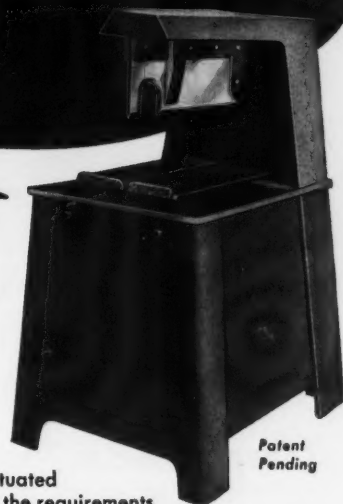
Proposed New Mexico legislation to legalize the production and sale of mellorine, a frozen dessert product made of vegetable and meat fats and solids of skimmed milk, was backed by livestock interests at a recent state Senate committee meeting.

A. K. Mitchell, a rancher, and others urging passage of the bills said that legalizing sale of the new dessert would provide an additional market for cottonseed and livestock fats. Dairy interests contended that the sale of mellorine would result in a drop in demand for milk.

NOW!
a HEAD SPLITTER
at an unbelievable
Low Cost!

the 

"PNEU-DRAULIC"
HEAD
SPLITTER



Patent Pending

This compact, low cost, air actuated machine was designed to meet the requirements of every meat packer. It takes the mechanical head splitter completely out of the luxury class and makes it a necessity in every plant, large or small. The C-H Head Splitter overcomes all previous objections and offers advantages never before available.

- ★ **LOW INITIAL COST...** Less than \$1000.00.
- ★ **LOW INSTALLATION COST...** No costly electrical installation. Only an air line is needed.
- ★ **COMPACT...** Only 26x30 inches. It requires no more floor space than an old-fashioned chopping block.
- ★ **FAST—POWERFUL...** It will efficiently split the toughest bull or hard bone cow head in seconds.
- ★ **SAFE...** Two hand controls completely eliminate accidents.
- ★ **LOW MAINTENANCE COST...** The piston is the only moving part and it is self-lubricating.

Yes, Mr. Packer: The C-H Head Splitter has been developed and thoroughly plant tested to meet your needs. It is just another of the many pieces of superior equipment developed by Carpenter-Hetzler who manufacture a complete line of machinery and supplies for the meat packing industry. Send for your **FREE** bulletin on the C-H Head Splitter today. Remember if you have a splitting saw you can afford this necessary piece of equipment.

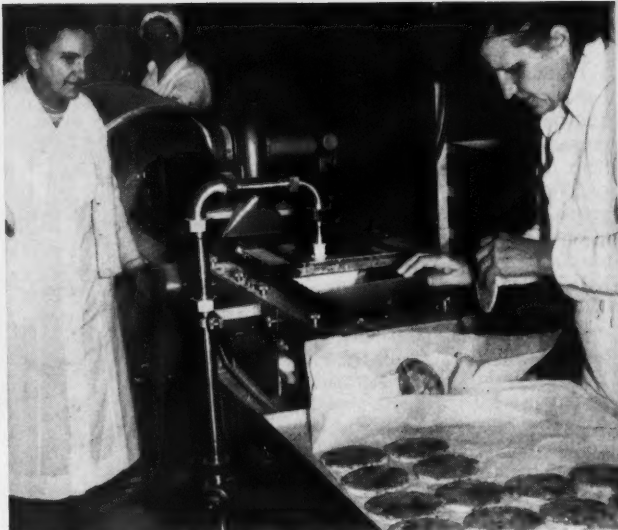


**CARPENTER-
HETZLER CO.**

5327 Sheila Street, Los Angeles 22, Calif.



TENDERING device presses steaks with distinctive indentations as they move by on conveyor.



AUTOMATIC dip and breadening machine is being loaded here with boneless pork chops. Mrs. Dorothy Purdy is at left.

Builds Business on Convenience Items

Fabricator takes on breaded line and new packaging techniques in plant expansion

ORIGINATED 17 years ago on a borrowed investment of \$200, the Purdy Steak Co. should hit over a million dollar volume before this year ends. Recognized as a specialist in the individual portion steak business, Purdy's currently is in the process of spreading its wings and bidding for a wider regional market through distributorships being set up in the states of Minnesota, Michigan, Iowa and Indiana. According to President Karroll Purdy: "We could have made the jump sooner, but we wanted to be absolutely sure we were ready."

The firm's products feature convenience of consumer preparation.

Major step in the expansion process was made four months ago when the Purdy Co. moved into new headquarters, shifting from its original Milwaukee location to 2730 E. Layton ave., Cudahy, Wis. The \$210,000, one-story brick structure, on a 2½-acre lot, already is deemed too small.

With practically no background in the meat business, Karroll Purdy, the firm's founder, had been, among other things, a logger in the north woods before he came to Milwaukee in the lean 1930's. After working several months for a local meat concern, he went in business for himself in 1937 with his \$200 loan and the able assistance of his wife, Dorothy.

Dale Purdy, Karroll's brother, entered the business as a partner in

1946. The division of labor finds Karroll Purdy in charge of out of town sales distributorships; Dale Purdy is the city sales boss, and Mrs. Dorothy Purdy handles the plant supervisory chores.

A payroll roster of 18 employees, mainly women, completes the organization. A fleet of eight trucks delivers product in the Milwaukee area. Increased orders currently have the crew working long hours and plans are being considered to put on a second shift.

Approximately 20,000 to 22,000 pounds of veal, pork and beef steaks are processed and shipped from the

plant weekly for consumer and institutional use. The firm's recent emphasis on sales to the super market trade and home freezer suppliers has led to several changes in Purdy's packaging and the introduction of some new items. New offerings are an attractive package of four frozen beefsteaks. Also added are Purdy's "Hobo Steaks" and its "Golden Line" of breaded beef, pork and veal chops in cellophane wrapped individual portions.

New plant equipment includes a Hayssen wrapping machine and a Doughnut Corporation dip and breadening machine with 4,000 lb. per day capacity. A conveyor system designed especially for Purdy by the Peck Meat Packing Corp. moves incoming meat shipments directly from the trucks at the loading platform to the coolers. Weighing is done enroute. The plant contains two 10 x 20 ft. coolers; a conditioning cooler of the same dimension, and a 20 x 40 ft. freezer room.

Three years ago Karroll Purdy designed a special machine used to tender and "beautify" the steaks. They call it the "Purdyizer." The machine presses distinctive indentations into the steak portions in the tendering process, resulting, according to Karroll Purdy, in an improved ability of the steak to retain juices and flavor while it is being fried.

The decision to widen the area of



KARROLL PURDY and Dale Purdy check sketches of advertising layouts for introducing their new "Hobo Steaks."

distribution along with the expansion of production facilities alerted the Purdy organization to the necessity of stepping up its advertising program. For 17 years volume grew steadily, despite a minimum of advertising expenditures. The Roy Franke Agency of Milwaukee, now handling the account, is proceeding conservatively, with most of the promotion budget slanted towards newspaper space. The newly introduced, natural hued packaging features a recipe on each package by "Chef Dale" Purdy. Dale actually did serve as a chef in the army.

The newspaper ads are built around a clever jingle. The catchy bits of doggerel are written by Mrs. Olive Purdy, mother of Karroll and Dale, and a former school teacher and magazine writer. Her latest bit of rhyme for the forthcoming series of ads boosting Purdy's Hobo Steak, is this:

*The Grand Champion Steer said
it clear,
I've won all the prizes this year.
As Hobo Steak can't be beat,
It is proper and meet
That as such, I should end my
career.*

Packers Oppose Ordinance To Ban Color in Wieners

Artificial coloring on a wiener was likened to rouge or lipstick on a woman at a New Orleans meeting on a proposed ordinance that would prohibit the use of coloring in wieners and of colored wrappers on bacon and picnic hams.

Fred Dykhuizen, representing the Louisiana Meat Packers Association, and Charles F. Frey, vice president of L. A. Frey & Sons, Inc., spoke in opposition to the ordinance at the meeting of the city council's committee of health, welfare and sanitation. They said such an ordinance would discriminate against those who market their products in Orleans parish since nearby competitors would not be affected.

Coloring on a wiener doesn't improve its taste or nutritional qualities but is like rouge or lipstick on a woman, Dykhuizen said. "The public demands a red wiener," Frey asserted.

Dr. Walter P. Gardiner, city health director, urged passage of the ordinance.

Packaging Bill Killed

New Hampshire's House of Representatives killed a bill to restrict the sale of prepackaged meat, poultry and fish in certain wrappers.



**NO MATTER HOW YOU
MEASURE IT**

Sustane

**IS THE STANDARD
OF QUALITY
IN ANTIOXIDANTS**

**FOR MAXIMUM
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Use a Sustane antioxidant in your product. A Sustane formulation is available for every antioxidant need. Whether you are seeking

Greater stability

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**Complete and ready solubility
in fats and oils**

No product discoloration

**Lower cost per pound
of stabilized product**

there is a Sustane formulation to fit your needs. Our laboratories are prepared to evaluate samples of your product whether you prefer A.O.M. Stability Tests, Schaal Oven Tests or actual Constant Temperature Storage Tests. Let us help you to find the antioxidant which best fits the requirements of your product.

Write us today for full details about the various types of Sustane available.

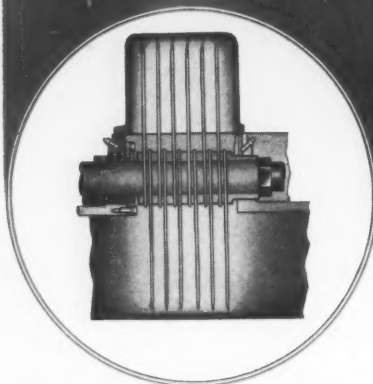
PRODUCTS DEPARTMENT

UNIVERSAL OIL PRODUCTS COMPANY

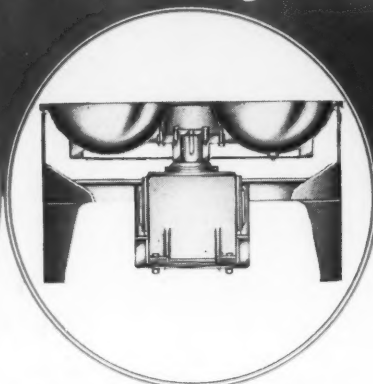


30 ALGONQUIN ROAD
DES PLAINES, ILLINOIS

Three **NEW EXCLUSIVE** features make this **Globe Silent Cutter** better for • **Cutting Sausage Meats** • **Cutting Sausage Costs**



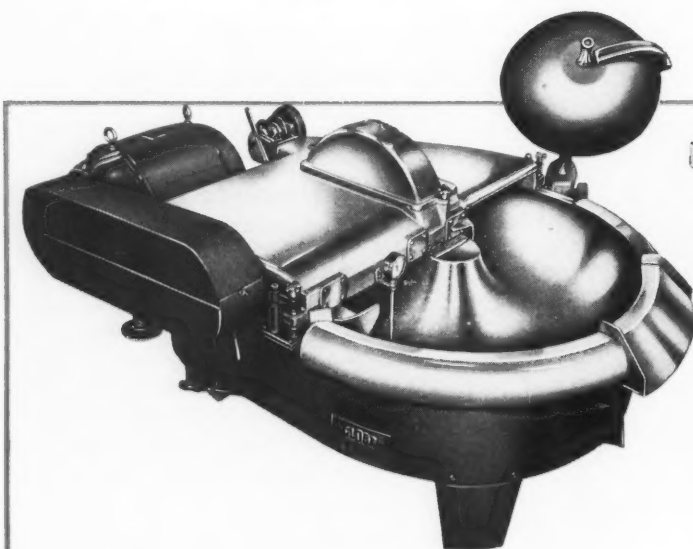
New Knife Arrangement—Cross section through new knife arrangement showing twelve knives (either sabre or double edge straight type knife) for faster work at decreased friction, less H.P. and less heat for a cooler mix.



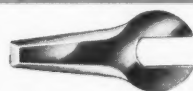
Specially Designed Transmission drives bowl separately. All ground gears and bearings run in oil and are **ENCLOSED** to give a completely grease-free condition at those "hard-to-clean" surfaces under the bowl.



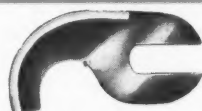
Hinged Lid—entire cover swings up to make bowl easily accessible and in full view for quick, easy cleaning. Knife spindle is completely inclosed by non-wearing stainless steel labyrinth seals to prevent meat from entering spindle housing and oil from leaking into cutting chambers.



The new model No. 54 Globe Silent Cutter is available in 400 and 600 lb. capacities.



**DOUBLE EDGE
STRAIGHT TYPE KNIFE**



SABRE TYPE KNIFE

The new Globe Silent Cutter provides so many new and revolutionary ideas for cooler, more efficient sausage meat cutting, at greater speeds and at less cost, with many new sanitary features for added cleanliness, we know you will want all of the details as soon as possible. Ask for them today.

The **GLOBE** *Company*

4000 S. Princeton Avenue • Chicago 9, Ill.



SERVING THE MEAT INDUSTRY SINCE 1914

The Meat Trail...

Two New Armour V.P.'s Named; Specht Re-elected

The board of directors of Armour and Company, Chicago, re-elected



F. W. SPECHT

F. W. SPECHT, president and chairman of the board, at a meeting which followed the annual shareholders' meeting late last week. Other officers were re-elected and two new vice presidents, R. H. Borchers and LLOYD WOODALL, were named.

Borchers is general manager of the pork division. He was previously assistant general manager of the division and has been with the company



R. BORCHERS



L. WOODALL

since 1926. He joined Armour at St. Joseph, Mo., as a clerk and later became provision manager or general manager at several of the company's meat packing plants.

Woodall is general manager of Armour's dairy, poultry and margarine division. He joined the company at Wichita Falls, Tex., in 1929. After serving as assistant manager or manager of several creameries, he was transferred to Chicago in 1940 as a production and procurement supervisor. He was assistant general manager of the division before becoming general manager last September.

Louisville Provision Elects

G. W. BLEVINS and E. F. FLEISCHER have been elected to the board of directors of Louisville Provision Co., Louisville, Ky. Blevins, who is general superintendent, has been with the company two and a half years. Fleischer, who is general sales manager, has been with the firm eight years. Each of the new directors has had 30 years of experience in the industry.

Cudahy Packing Renames Officers and Directors

Officers of the Cudahy Packing Co., Omaha, were re-elected at a meeting of the board of directors in Omaha, which followed the annual stockholders' meeting in Portland, Me. They



E. A. CUDAHY



L. F. LONG

are: E. A. CUDAHY, chairman of the board; L. F. LONG, president; P. B. THOMPSON, executive vice president and treasurer; J. W. BREADED, J. L. CROWLEY, J. W. CHRISTIAN and D. G. HEUGLY, vice presidents, and R. A. NORRIS, secretary and controller. The following directors were re-elected at the Portland meeting: Long, Thompson, Crowley, Breaded, Christian, E. A. CUDAHY, JR., A. B. CUDAHY, J. C. HEMPHILL and W. A. SAWTELL.

Cooperative Spirit of 3 Carolina Groups Lauded

Members of the North Carolina Meat Packers Association, the North Carolina Livestock Auction Association and the Tar Heel Hog Market Operators Association were commended for their cooperative spirit recently at a banquet sponsored jointly by the three groups at the Sir Walter Hotel in Raleigh.

Speaker was L. Y. BALLENTINE, state commissioner of agriculture. Ballentine stressed the need for continued progress in the livestock, meat packing and merchandising fields.

Guests included representatives of the state agriculture agencies and North Carolina State College and members of the agriculture committees of the state Senate and House.

More than 225 persons attended the banquet. The committee in charge of the program was: V. H. BODE, vice president of the North Carolina Meat Packers Association; NOAH WILLIAMS, secretary-treasurer of the Tar Heel Hog Market Operators Association, and JAMES WOOTEN, president of the North Carolina Livestock Auction Association. Bode is sales manager of Carolina Packers, Inc., Smithfield, N.C.

TRAILMARKS

More than 500 persons representing meat packing firms and allied industries attended the annual dinner and dance of the Meat Trade Institute, Inc., New York City, February 19 in the Grand Ballroom of the Plaza. Members of the committee in charge of arrangements were: JOHN KRAUSS of John Krauss, Inc., ex officio chairman; PAUL J. ARNETH, Arneth's Pork Store; FREDERICK H. BUCHHOLZ, George Kern, Inc.; ANDREW J. DEILE, Herman Deile, Inc.; FRANK D. ORZECZOWSKI, Orzechowski Provision Co.; MAX RAMELMEIER, Mott Haven Packing Co.; BOYD T. SQUIRES, Hugo Nagel, Inc.; JOSEPH SUGARMAN, Bravmann's Provisions, and HARRY R. WHITE, JR., White Packing Co., Inc. Krauss is president of the organization.

THOMAS E. WILSON, retired board chairman and founder of Wilson & Co., Inc., Chicago, was honored recently at a Traffic Club dinner in Chicago for "outstanding achievements in service to agriculture, industry and the nation."

CLARENCE HACKBARTH has joined Dillon & McAfee, Detroit food brokerage organization, and the firm will be known in the future as Dillon, McAfee and Hackbarth, A. J. DILLON announced. Hackbarth formerly served with Oscar Mayer & Co. and Marhoe-



OFFICERS ELECTED by the National Canners Association for 1955 are (l. to r.): William U. Hudson, Gerber Products Co., Oakland, Calif., vice president; Carlos Campbell, Washington, D. C., executive secretary; George B. Morrill, Jr., Burnham & Morrill Co., Portland, Me., president, and E. E. Willkie, Pacific American Fisheries, Inc., Bellingham, Wash., chairman of the finance committee. Willkie was 1954 president. The election took place during the association's 48th annual convention this week in Chicago.

fer Packing Co., Inc., in Chicago and until recently was with Waldock Packing Co., Sandusky, Ohio, as sales manager.

The name of Harry Bobsin & Co., producer of beef casings, has been changed to Kadison & Co., SYLVAN KADISON, president, announced. The firm has moved to its new building at 703 W. Root st., Chicago. Kadison also is president of Kadison-Schoemaker Laboratories, Inc., producer of dried natural casings and seasonings for the sausage trade.

STEVEN T. HAYES has been named "Master Salesman of 1954" by the city sales department of Corkran, Hill & Co., C. H. BOWMAN, city sales manager, announced. Hayes received an award of ten shares of company stock.

RAY J. SEIPP, who has long been identified with the meat industry, most recently as a packinghouse broker in El Paso, Tex., has moved his offices to 1114 Wood st., Dallas. At his new location, Seipp intends to carry on a general brokerage business, representing prominent Mexican



R. J. SEIPP

beef slaughterers as well as handling a full line of other meats. Arrangements also have been made to provide truck service between all parts of his territory, supplying carcass meats, boneless cuts and cow meat, and pork in straight or mixed loads as required.

JOSEPH WEBER, formerly with John Morrell & Co., has returned to Chicago and will resume his position with Gregory V. Rose and Associates as a trader, effective February 28.

PLANTS

J. EARL FLICK, formerly general manager for Brander Meat Co., Portland, Ore., is now operating a wholesale meat concern under his own name. Slaughtering is done for him at the Pacific Meat Co. in Portland.

Slaughtering capacity of Armour and Company's plant in Huron, S. D., will be increased 50 per cent by a remodeling program now in progress, VIRGIL EADES, new plant manager, announced. Some unused space will be utilized and other areas rearranged. The hide cellar is being enlarged and alterations made in the variety meats, tank house and animal



Safety Achievement

Three hundred and fifty safety-conscious employees worked nearly 1,500,000 man-hours without lost accident time at the Armour and Company, Huron, S. D., plant.

Praised by ADAM WILSON, Armour's general safety manager for their "conspicuous achievement in accident prevention," they were presented with a safety award flag denoting a million man-hours worked without lost-time accident. Displaying the flag (see photo above) are C. P. THURSTON, Huron safety director; VERNE HOBBS; Wilson; HERMAN CARSTENS and HAZEL WALKER. The employees had actually worked 1,471,783 man-hours from March 12, 1953, through January 2, 1955, without lost accident time.

A. K. BIRD, then Huron plant manager, and L. E. HALVORSEN, superintendent, (see photo at right) ac-



cepted a safety certificate on behalf of the employees. Each worker received an automatic pencil from the company for cooperating in this safety achievement.

feeds departments. Changeover to the new straight line operation will be made late this spring, Eades said.

Construction of a new bridge across the Willamette river at Portland, Ore., may make it necessary for S. & J. Meat Co. and Lewis Bros. to move their processing plants from their present 1st ave. locations in coming years. Approaches to the proposed bridge would go over the buildings housing the two establishments.

DEATHS

WAYNE H. RANDALL of R. T. Randall & Co., Philadelphia, supplier to pork packers and sausage manufacturers, died recently while on a business trip in Harrisburg, Pa.



THE SUCCESS STORY of Excelsior Brand Quick Frosted Meat Products, Inc., Long Island City, N. Y., was televised February 19 when William G. Stroh (right), president, was the guest of Quentin Reynolds on his NBC-TV show, "Operation Success." The manufacturing processes of three products were depicted on a film.

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cured, comminuted
meats!

for color that comes up
faster in the smokehouse
and looks appealing longer,
you're wise to use...



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Increase the sales appeal and shelf life of your meat products* by increasing their color retention. It's easy to do. Just dissolve Pfizer Ascorbic Acid or Sodium Ascorbate in water and add near the end of the chop. These Pfizer products also help you save on production. Smokehouse time is cut up to a third or more. Shrinkage is reduced, since you get the best color in the least cure-time. Write Dept. NP for Technical Bulletin and how-to-use-it-chart.

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Hearing Dates Scheduled on Massachusetts Legislation

Hearing dates have been scheduled for early next month on five Massachusetts bills of interest to the meat industry.

Hearings set for Tuesday, March 8, include: H.1944, concerning the manufacture and sale of frankfurters containing coloring; H.1947, sale of hogs infected with trichinae; H.2206, sale of certain beef products containing fats, and H.2208, fraudulent sale of kosher meat and meat products.

A hearing on H.2210, which would require medical examinations every six months for food handlers, is set for Thursday, March 10.

Another bill of interest to the meat industry also has been introduced in the Massachusetts legislature. The measure, H.1686, would require sellers of cold cuts to mark on packages the date the meat was packaged.

Urge Legislation to Fight Colorado Scabies Outbreak

Enactment of state legislation to combat an outbreak of cattle scabies and forestall a possible national quarantine on Colorado beef has been urged by Colorado cattlemen.

The move to seek legislation for a compulsory dipping or spraying program, to be financed by an emergency appropriation of \$40,000, was agreed upon at a meeting of the Colorado Cattlemen's Association, federal and state agriculture officials and members of the legislature.

State Agriculture Commissioner Paul Swisher said the cattle industry in Colorado faced disaster if beef animals came under a national quarantine. Cattle from scabies areas in the state already have been quarantined by Wyoming, Arizona, California, Oklahoma and Montana. All Colorado beef was placed on quarantine by Kansas.

Find Tallow Satisfactory In Nebraska Feed Study

Tallow, fed up to the rate of a lb. per head per day to yearling steers, has again proved to be a satisfactory replacement for corn in a recent test at the University of Nebraska College of Agriculture.

Roughly, 1 lb. of the tallow replaced 2 lbs. of corn in the feeding ration at rates of both ½ lb. and 1 lb. of tallow per day. When the tallow ration was increased to 1½ lbs. daily, the cattle did not eat it so readily or show the gain response that they had on the smaller amounts.

The findings indicated that when tallow is selling reasonably enough in price, it pays to make the substitution in the cattle fattening ration.

Tallow used in this test cost 16¢ a lb. and at that figure its use as a replacement for grain probably was not economically justified, the test report added. However, the average daily gains, which ranged from 2.07 to 2.46 lbs., were termed highly satisfactory.

Pennsylvania Livestock Tax Legislation Asked

Enactment of legislation to impose a 2¢ tax on each head of livestock sold at auction in Pennsylvania was recommended to the state legislature recently by the Joint State Government Commission, interim research agency.

The commission reported that its studies showed nearly 1,500,000 animals are sold each year at auction in the state, mostly at the Lancaster and Pittsburgh stockyards.

Also recommended by the commission was a provision that all the state's more than 60 livestock auctions be required to maintain bonds comparable to those which the federal government requires at marketing establishments under its jurisdiction.

Flashes on suppliers

JOHN E. SMITH'S SONS CO.: This Buffalo (N. Y.) manufacturer of sausage machinery has become the U. S. and Canadian sales representative for the line of Stridh machines (made in Sweden) for processing beef, hog and sheep casings. STIG FORSELL, who has been representing the Stridh line in this country, has joined the Smith staff as manager, Casing Processing Machinery division. Forsell is a graduate mechanical engineer and a specialist on all phases of natural casing processing.

Some features of the Stridh equipment are extensive use of stainless steel, simplified design, compactness and low-maintenance operation. The new line will be catalogued by Smith as Buffalo-Stridh Machinery.

HARTFORD CITY PAPER CO.: Appointment of T. F. MARTIN, JR., as general superintendent of this Hartford City, Ind., firm was announced by E. H. MILLER, president. Martin was employed by the company in 1950 as quality control supervisor and in 1952 was named technical director.

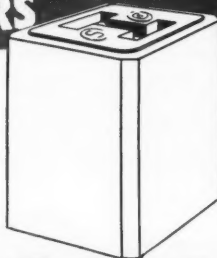
SYLVANIA DIVISION, AMERICAN VISCOSE CORP.: EDWARD C. NAZZARO was appointed sales representative for the St. Louis and Southern Illinois area with headquarters in the Chicago district office.

ROBERT GAIR CO., INC.: FRANCIS M. TAYLOR has been named director of public relations for this New York firm.

CHASE BAG COMPANY: JIM JACKSON, amateur golf star and sales representative in the St. Louis area for this Chicago firm, has been named to the United States Walker Cup team for the second consecutive year. He will golf at the famous St. Andrews course in Scotland in May.

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in spite of heat, humidity, time and temperature changes!

Yes! COSTS GO DOWN! . . . SALES GO UP!

... because consumers get more flavor!
when KSL FIXED-FLAVOR SEASONINGS GO IN!

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**There's a Type
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A seasoning for every product . . . for every purpose

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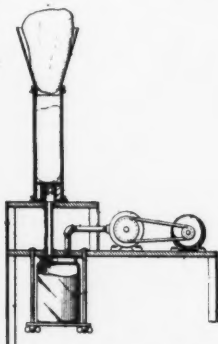
RECENT PATENTS

The information below is furnished
by patent law offices of
**LANCASTER, ALLWINE &
ROMMEL**

468 Bowen Building
Washington 5, D. C.

The data listed below are only a brief review of recently issued pertinent patents obtained by various U. S. Patent Office registered attorneys for manufacturers and/or inventors. Complete copies may be obtained direct from Lancaster, Allwine & Rommel by sending 50c for each copy desired, or \$1.00 per copy for orders supplied outside the United States. They will be pleased to give you free preliminary patent advice.

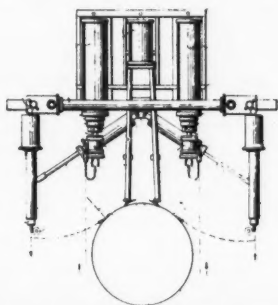
No. 2,696,442, METHOD OF PROCESSING MEAT, patented December 7, 1954, by Thaddeus C.



Kniewicz and Kenneth T. Farrell, Chicago.

More specifically, the method is adapted for processing a tapered piece of fresh boneless meat by way of a funnel shaped member and a rigid tubular container of less cross sectional area than the minimum cross sectional area of the piece.

No. 2,696,633, HIDE STRIPPING ASSEMBLY, patented December 14,

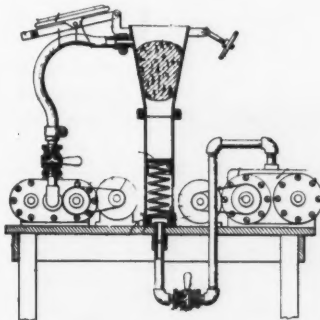


1954, by William J. Hincks, Norwood, Manitoba, Canada, assignor to Can-

ada Packers Limited, St. Boniface, Manitoba, Canada.

An assembly for stripping the hide from the carcass while the animal is suspended by the legs from an overheadrail, the hide being manually slit along the underside thereof and partially skinned back is disclosed and comprises a supporting framework, a pair of hide-edge-gripping assemblies extending from this framework, a carcass bracing component also extending from the supporting framework between the pair of hide-edge-gripping assemblies and means on this supporting structure for effecting relative movement there between.

No. 2,696,443 METHOD OF AND APPARATUS FOR PROCESSING A FRESH BONELESS HAM OR THE LIKE, patented December 7, 1954, by Norman J. Allbright, Chicago,



assignor to The Allbright-Nell Co., Chicago, a corporation of Illinois.

In this patent, which is related to the above, the method is in processing a tapered piece of fresh boneless meat by way of a rigid imporous funnel shaped member and a rigid imporous tubular container of less cross sectional area than the maximum cross sectional area of the piece. There are nine claims.

No. 2,697,112, RENDERING FAT, patented December 14, 1954, by Albert J. Kramer, Arlington, Va.

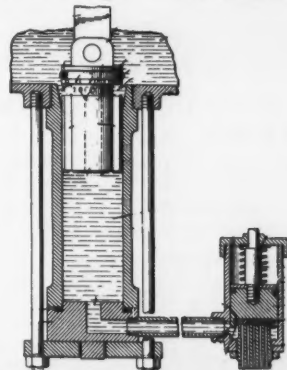
The process of rendering fat from cellular fatty tissue is set out in this patent and comprises comminuting the fatty tissue to a particular size on the order of about 1/4 in. to 1 in., heating it to a temperature above about 140°F., but below the boiling point of water to liquify the fat in the comminuted tissues, then mechanically pulping the hot comminuted tissue to a non-cellular, fibrous state and immediately separating it from the liquid fat.

No. 2,697,113, METHOD OF REMOVING PROTEIN FROM FATTY TISSUE, patented December 14, 1954, by Albert J. Kramer, Arlington, Va.

According to this patent, the method includes taking the pulp and liquid

fat of the above process and placing the pulp in water at a temperature above the melting point of the fat and below the boiling point of the water, permitting the pulp to settle in the water and the fat to float to the surface of the water, then separating the floating fat from the water and removing the water from the settled pulp.

No. 2,697,446, FILLING NOZZLE ASSEMBLY, patented December 21,



1954, by Bertie S. Harrington, Chicago, assignor to Armour and Company, Chicago, a corporation of Illinois.

The invention relates to a dripless precision cut-off nozzle assembly for dispensing a low-viscosity liquid.

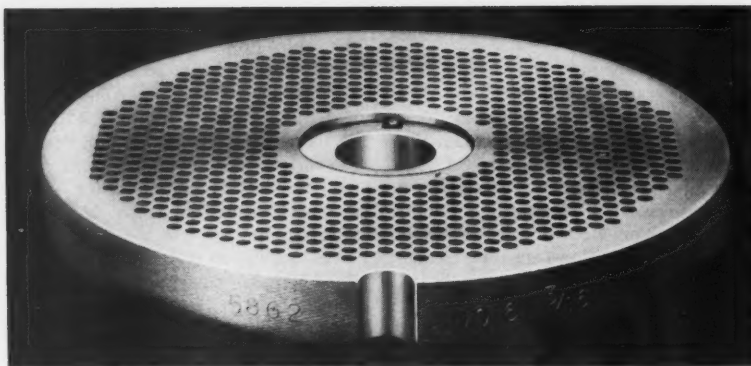
No. 2,697,664, METHOD OF TREATING ANIMAL CARCASSES, patented December 21, 1954, by Paul A. Goesser, Chicago, and Carl L. Lohner, La Grange, Ill., assignors to Swift & Company, Chicago, a corporation of Illinois.

The method of treating an animal carcass is disclosed which comprises applying to the freshly-skinned surface of the carcass a plastic-coated clothing material, this coated clothing material having a vapor transmission rate of about 15-70 grams of moisture per 100 square inches per 24 hours from an atmosphere of 85-90 per cent relative humidity at 99°F. at a dry atmosphere.

No. 2,699,571, SAUSAGE CASING CUTTER, patented January 18, 1955, by Robert L. Meeks, Phoebus, Va., assignor of one-half to Charles M. Chambers, Phoebus, Va.



This cutter comprises a shroud having a hemispherical end, this end being provided with an aperture; and a needle mounted within the shroud, the tip or pointed end of the needle projecting through the aperture, and the needle and shroud being relatively adjustable to enable the projection of the needle to be varied.

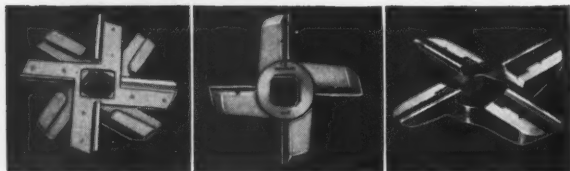


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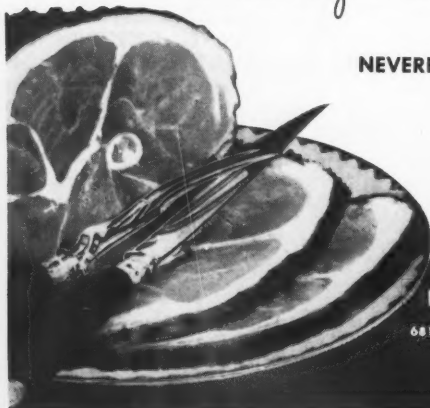
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Literature

Cutting Materials Handling Costs (NL 80): A profusely illustrated 24-page brochure gives information on the construction of steel wire mesh baskets and advantages derived by their use. It includes case history examples on savings achieved and data on the application of welded wire pallets and industrial bulkheads.

Lifting and Transporting Devices (NL 81): A check chart lists 34 important features of hand-lift and hand-pallet trucks with descriptions, diagrams and illustrations of design and construction features on safety, performance and maintenance. It also provides space for evaluation and comparison with other hand-lift and hand-pallet truck equipment and gives standard load-lift specifications.

Applying the Jet Principle in Heating Liquids (NL 82): The application of the jet principle in heating liquids in either the pipe line or tank type heater is described fully in a 20-page illustrated booklet. Drawings and tables give heater capacities and sizes.

Operating Lift Trucks (NL 84): Information covering lift truck operation, preventive maintenance, basic materials handling procedures and safety measures is discussed in a 24-page booklet. Designed for use in an operator training program, the booklet contains diagrams and cartoons to illustrate the right and wrong method of lift truck operations.

Industrial Pump Data (NL 86): Four illustrated books describe the application of general purpose, heavy duty and sanitary pumps, and give engineering data on operating and installation fundamentals and proper selection of pumps. Diagrams showing dimensions, construction features, specifications and mounted and unmounted units for different models are contained. The engineering section includes performance graphs, discusses viscosity, suction, pipe friction, horsepower, etc. Steps to consider in selecting proper pumps are listed.

Using Breeding Mixes (NL 87): Suggestions for using prepared mixes in breeding and freezing of veal, pork and meat specialties are offered in a 4-page pamphlet. Ingredients of prepared basic mixes are given.

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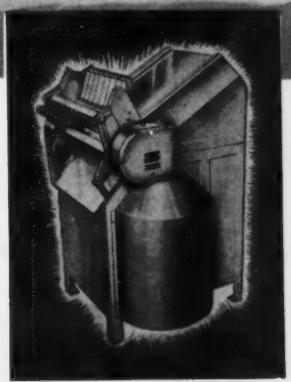
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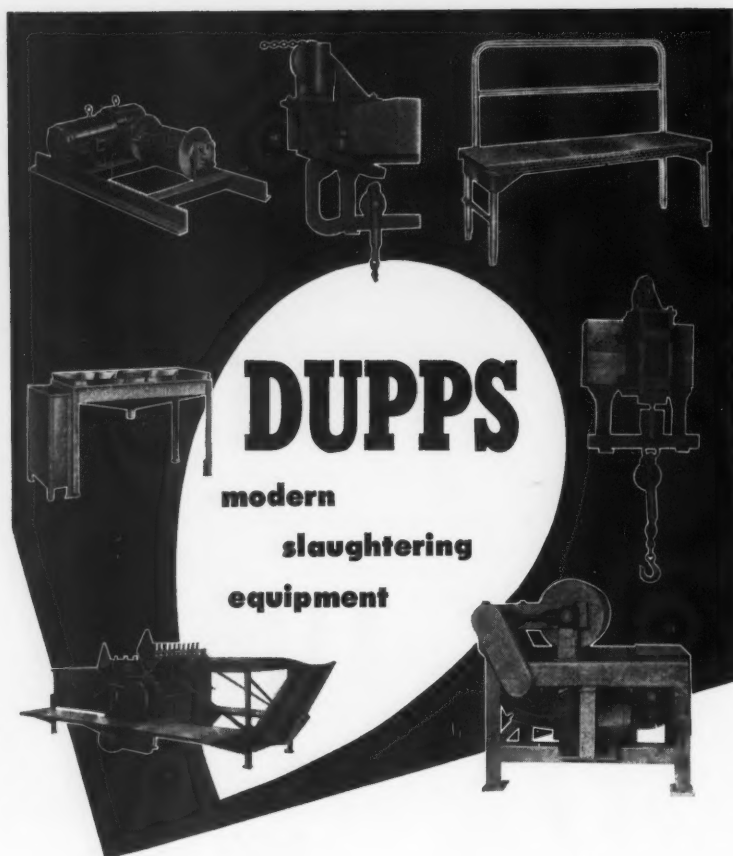
Write for full details on the Townsend Bacon Skinner. And ask, also, about the Townsend Pork-Cut Skinner and the Townsend Ham Fatter — a team that brings you extra profits.



TOWNSEND

TOWNSEND ENGINEERING COMPANY • 2421 Hubbell Avenue, Des Moines, Iowa

FEBRUARY 26, 1955



When you buy Dupps Modern Slaughtering equipment you can be sure that it is:

- a — designed to do a more efficient job.
- b — fabricated from tested materials to give you long trouble-free service in your plant.

Dupps Modern Slaughtering equipment gives you a little more in operation, your guarantee of the important competitive edge you'll need in the years to come.

Stop trying to get by with obsolete, inefficient equipment. Let us show you how Dupps Modern Slaughtering Equipment can actually cut your operating costs enough to pay for itself quickly.

THE **DUPPS** COMPANY
GERMANTOWN, OHIO



The Advertising Story

(Continued from page 10)

of advertising, the company had no basis by which to set up an advertising budget, Styrt explained. "It was determined to use TV and point-of-purchase as the two important media with which to start our program and funds were supplied in an amount to launch an effective campaign in these two media."

Styrt, who has one man on his advertising staff, also is responsible for production and some personnel work. On special promotions, he has the help of an advertising agency.

Pipkin Boyd Neal Packing Co., Cape Girardeau, Mo., planned to increase its expenditures for advertising in 1954 but did not have a set budget for this purpose either year. Howard H. Boyd, plant manager, is in charge of advertising for the firm, which has an annual sales volume of \$1,400,000 and local product distribution. "We spend as we see fit to do so," he said.

Valley Packing Co., Salem, Ore., increased its advertising budget by 100 per cent, from approximately \$6,000 in 1953 to \$12,000 in 1954, because the firm "felt the need for more consumer acceptance," according to R. F. Chambers, sales manager. He said the \$12,000 amount was an "arbitrary figure of about \$1,000 a month." The company has an annual sales volume of some \$5,000,000. Chambers has the help of an advertising agency.

Potts Packing Co., Okmulgee, Okla., which spent about \$1,440 for advertising in 1953, increased this to \$3,600 for 1954. C. A. Potts, partner and manager, said the increase was due to increased volume, new brand names and new prepackaged items. The advertising budget was determined on the basis of approximately 1 per cent of 1953's \$300,000 sales volume.

K & B Packing Co., Denver, allotted \$37,500 for advertising in 1954, an increase of some 577 per cent over the \$6,500 spent in 1953, because of a larger area of sales due to obtaining federal inspection, according to Sam S. Sigman, secretary and treasurer. Ted T. Tulpler, sales manager, is directly in charge of the K & B advertising program. The company also employs an advertising agency, which is responsible to Sigman. Annual sales volume of this regional packer is more than \$7,500,000.

S. R. Gerber Sausage Co., Inc., Buffalo, N. Y., which spent \$12,319 for advertising during 1953, allocated from \$12,000 to \$15,000 for this purpose in 1954. E. H. McCormick,

president, explained that the budget was determined on the basis of 2-plus per cent of sales. The company decided to spend more because more volume was desired, McCormick said. The president is directly in charge of company advertising and an agency is employed.

Other reasons for increased 1954 budgets were: complete new display line, higher media rates, "more advertising needed," special promotions and expansion, greater production volume, entry into prepackaging and opening of a local television station. Most firms producing prepackaged items indicated that prepackaging had meant more emphasis on advertising although the budgets generally were not broken down into a certain sum for packaged products as distinguished from fresh meats.

A decrease in advertising from some \$40,000 to \$50,000 in 1953 to about \$25,000 in 1954 was reported by North Side Packing Co., Pittsburgh. The company has local distribution and a sales volume of \$2,250,000.

"We feel that the promotion is not too important, but quality and uniform product get the best result and are cheaper in the long run," explained Robert A. Hofman, secretary and sales manager.

He said the firm is "now minimizing all promotion because volume is good and increasing." North Side Packing Co. retains an advertising agency responsible to Hofman, who also has one man on his staff installing company promotional material.

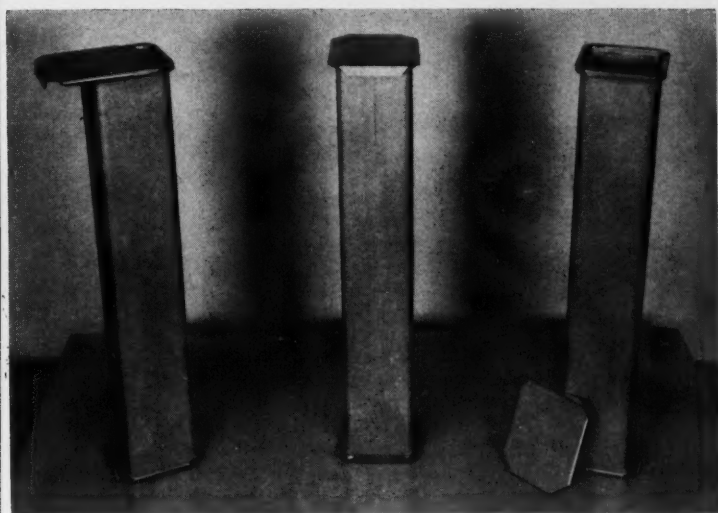
An Eastern sausage manufacturer explained a \$5,000 cut, from \$80,000 in 1953 to \$75,000 in 1954, by the fact that no premium offer was planned for the latter year. The company, which has regional distribution and a sales volume of \$7,000,000, assigns approximately 1 per cent of the previous year's sales total to advertising. In charge of promotion is an advertising manager, who also serves as meat buyer. An advertising agency is retained.

ED. NOTE: Part II of Advertising Story will tell how packers select ad message, what they say to get consumers to try their products.

Beef Booklet Revised

A revised edition of Circular 585, "Beef for the Table" by Sleeter Bull, R. J. Webb and R. C. Ashby, is available from the University of Illinois.

The authors discuss federal beef grades, carcass cuts, their relative cost and nutritive value and cooking requirements. The 42-page circular contains beef carcass diagrams which show the location of primal and retail cuts.



Winger Open End molds with covers.

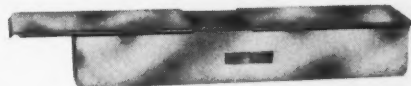
Patent Applied for

ANY SIZE! ANY SHAPE!

WINGER

LOAF MOLDS . . .

CUSTOM-BUILT TO YOUR SPECIFICATIONS



Winger Pan type mold with cover.

There's no reason to take a standard size if you want a mold custom-built to suit your particular requirements. Listed here are some of the sizes we are making in 16 and 14 gauge:

- 3 1/2" x 4" x 24" or 27"
- 3 3/4" x 3 3/4" x 24" x 27"
- 4" x 4" x 24" or 27"
- 4 1/2" x 4 1/2" x 24" or 27"

Let us hear from you! We will be glad to submit quotations and samples.

Chicago Representative: John C. Luehrsen
3848 West 68th Place
Telephone PORTsmouth 7-2140

FABRICATORS OF STRUCTURAL STEEL STAINLESS STEEL AND ALUMINUM



WINGER

MANUFACTURING CO. OTTUMWA, IOWA

"BACKED BY YEARS OF PACKING PLANT ENGINEERING"



Reduce
COOK-OUT
in Canned Hams
with

SODIUM HEXAMETAPHOSPHATE

CURAFOS

SODIUM TRIPOLYPHOSPHATE

CURAFOS phosphates increase the moisture retaining capacity of lean meat fibers thus assuring that natural juices *and* protein stay *in* the meat. Cook-out is materially reduced, and canned and boiled hams taste better, look better.

The use of *food-grade* CURAFOS develops a brighter, richer color in all cured meats, and the color lasts longer on the shelf. Try readily soluble CURAFOS for cured meat products that gain high consumer acceptance.

CURAFOS Sodium Hexametaphosphate and Sodium Tripolyphosphate are fully licensed for use under U.S. Patent 2,513,094 and Canadian Patent 471,769.

CURAFOS brand phosphates are especially processed for ease of solution at full permitted strength* in pickle at cellar temperatures.

*See M.I.B. Bulletins 190, 190-1, 199.

CALGON, INC.

Hagan Building, Pittsburgh 30, Pa.

Associate Members—N.I.M.P.A. and A.M.I.

Meat Production Shows Gain Last Week

Meat production under federal inspection for the week ended February 19 registered a small gain after three weeks of declines, to total 367,000,000 lbs. compared with 361,000,000 lbs. the week before and showed a 5 per cent increase over the 350,000,000 lbs. produced in the same period of last year. Cattle slaughter and beef output were a shade smaller than the week before and about 5 per cent smaller than a year ago. Pork production was about 4 per cent larger than the previous week and 17 per cent above that for the same 1954 period. Estimated slaughter and meat production by classes appear below:

Week ended	BEEF		PORK	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
February 19, 1955	330	178.9	1,182	160.2
February 12, 1955	331	181.1	1,132	152.4
February 20, 1954	346	186.1	1,014	135.4

Week ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
February 19, 1955	125	13.5	283	14.2	367
February 12, 1955	121	13.1	281	14.0	361
February 20, 1954	129	14.1	287	14.0	350

1950-54 HIGH WEEK'S KILL: Cattle, 416,624; Hogs, 1,859,215; Calves, 182,240; sheep and lambs, 369,561.

1950-54 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; sheep and lambs, 137,677.

AVERAGE WEIGHTS AND YIELDS (LBS.)

	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
February 19, 1955	990	542	242	136
February 12, 1955	995	547	242	135
February 20, 1954	981	538	235	134

	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
February 19, 1955	195	108	102	50	14.2	41.4
February 12, 1955	195	108	102	50	14.9	40.8
February 20, 1954	198	109	102	49	13.9	33.2

CUT-OUT MARGINS DECIDEDLY BETTER THIS WEEK

(Chicago costs and credits, first two days of the week)

Cutting margins on hogs improved to their best position in several weeks as pork returned higher prices and live hogs averaged somewhat lower the past week. Mediumweights joined light hogs in the plus column after weeks of minus values and heavies moved up close to the margin.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

—180-220 lbs.—					—220-240 lbs.—					—240-270 lbs.—				
Pct.	Price	Value	per cwt.	fin.	Pct.	Price	Value	per cwt.	fin.	Pct.	Price	Value	per cwt.	fin.
live	per	live	per	fin.	live	per	live	per	fin.	live	per	live	per	fin.
wt.	lb.	wt.	lb.	wt.	wt.	lb.	wt.	lb.	wt.	wt.	lb.	wt.	lb.	wt.
Skinned hams	12.8	41.3	\$ 5.29	\$ 7.56	12.9	38.8	\$ 5.01	\$ 6.91	13.2	36.3	\$ 4.79	\$ 6.65	13.2	36.3
Picnics	5.8	24.6	1.43	2.00	5.6	23.8	1.33	1.86	5.5	23.1	1.27	1.78	5.5	23.1
Boston butts	4.3	30.9	1.33	1.89	4.1	27.6	1.13	1.60	4.1	27.6	1.12	1.58	4.1	27.6
Loins (blade in)	10.2	38.2	3.90	5.58	9.9	36.4	3.60	5.06	9.7	36.4	3.52	5.00	9.7	36.4
Lean cuts	...	...	\$11.95	\$17.03	...	...	\$11.07	\$15.43	...	...	\$10.70	\$15.01	...	...
Bellies, S. P.	11.1	29.3	3.25	4.64	9.6	28.8	2.76	3.89	4.1	22.8	.93	1.30	4.1	22.8
Bellies, D. S.	...	...	...	...	2.1	18.4	.38	.55	8.6	18.4	1.58	2.18	8.6	18.4
Fat backs	...	...	...	...	3.2	8.1	.26	.36	4.6	9.8	.45	.62	4.6	9.8
Lowls	1.7	8.9	.15	.22	1.7	8.9	.15	.22	1.9	8.9	.17	.23	1.9	8.9
Raw leaf	2.3	11.5	.26	.36	2.2	11.5	.25	.35	2.2	11.5	.25	.35	2.2	11.5
P. S. lard, rend. wt.	14.9	11.1	1.65	2.39	13.5	11.1	1.50	2.09	11.6	11.1	1.29	1.77	11.6	11.1
Fat cuts and lard	...	...	\$ 5.31	\$ 7.61	...	...	\$ 5.30	\$ 7.46	...	...	\$ 4.67	\$ 6.45	...	...
Spurcrlbs	1.6	30.6	.49	.70	1.6	26.6	.43	.61	1.6	23.6	.38	.52	1.6	23.6
Regular trimmings	3.3	14.1	.47	.66	3.1	14.1	.44	.59	2.9	14.1	.41	.58	2.9	14.1
Feet, tails, etc.	2.0	...	.21	.30	2.0	...	.21	.29	2.0	...	.21	.29	2.0	...
Offal & miscel.	...	...	.55	.80	...	...	.55	.79	...	...	.55	.78	...	...
TOTAL YIELD	...	...	...	...	...	...	...	...	...	...	...	...	...	...
& VALUE	70.0	\$18.98	\$27.10	71.5	\$18.00	\$25.17	72.0	\$16.92	\$23.63	...	...	...	...	...
Cost of hogs	...	...	Per cwt.	...	...	...	Per cwt.	...	...	...	...	Per cwt.	...	...
Condemnation loss	...	...	fin.	...	...	...	fin.	...	...	...	...	fin.	...	...
Handling and overhead	...	1.30	yield	...	...	...	yield	...	...	...	...	yield	...	...
TOTAL COST PER CWT.	...	\$18.07	\$25.81	...	...	...	\$17.92	\$25.07	...	...	...	\$17.20	\$23.88	...
TOTAL VALUE	...	18.98	27.10	...	...	...	18.00	25.17	...	...	...	16.92	23.63	...
Cutting margin	...	+	+\$1.29	...	...	...	+	+\$ .08	...	...	...	+	\$.25	...
Margin last week	...	+	+.20	...	...	...	+.45	...	...	...	...	+.75	...	...

N. Ill., Ia. To Sell More Hogs, Cattle In 1955 Than In 1954

Northern Illinois and Iowa farmers will market more hogs and cattle in 1955 than they did a year ago, a recent survey of nearly 600 Iowa and Illinois farmers indicated. The survey was conducted by Iowa State College in cooperation with the Chicago Union Stock Yards, which initiated and financed the study.

The farmers surveyed expect to market 11 per cent more hogs in the next four months than in the same period a year ago. Marketings will be up 7 per cent in the summer months and up 8 per cent in the fall and winter months—if current intentions are carried out.

Cattle feeders in the area surveyed reported 8 per cent more cattle weighing under 800 lbs. on feed and 5 per cent fewer cattle on feed weighing over 800 lbs. Altogether, they had 4 per cent more cattle of all weights on feed than a year ago.

The survey showed that the marketings of heavy cattle from Iowa and Illinois will continue relatively scarce through the winter. Numbers of slaughter cattle available for sale in early spring will be nearly as large as last year. On the other hand, more fed cattle will be available in early summer and this fall than in 1954.

SLAUGHTER, MEAT PRODUCTION FOR 1954-55 COMPARED

Livestock slaughter and meat production in the U. S. in 1954 and 1953 as reported by the U. S. Department of Agriculture, but excluding farm slaughter:

	CATTLE		Totals	Ave. live wt. Pounds
	Fed. ins.	Other Wholesale & retail		
1954	18,476.3	6,560.0	25,042.3	925
1953	17,629.5	5,976.0	23,605.5	937

	CALVES		Totals	Ave. live wt. Pounds
	Fed. ins.	Other Wholesale & retail		
1954	7,572.6	5,205.2	12,777.8	221
1953	7,013.1	4,655.0	11,668.1	224

	HOGS		Totals	Ave. live wt. Pounds
	Fed. ins.	Other Wholesale & retail		
1954	52,894.0	12,067.9	64,961.9	240
1953	53,813.1	13,100.2	66,913.3	234

	SHEEP AND LAMBS		Totals	Ave. live wt. Pounds
	Fed. ins.	Other Wholesale & retail		
1954	14,146.0	1,774.9	15,920.9	95
1953	14,283.4	1,684.0	15,967.4	95

Note: Excludes farm slaughter. "Other wholesale and retail" slaughter is estimated.

U.S. MEAT AND LARD PRODUCTION

Year	Beef	Pork	Lamb	Total
1954	12,606	1,555	8,040	22,201
1953	12,055	1,451	8,971	22,477

¹Excludes lard and rendered pork fat.
²Includes rendered pork fat.

CHICAGO PROV. SHIPMENTS

Provision shipments by rail, in the week ended Feb. 19, with comparisons:

	Week ended Feb. 19	Previous Week	Cor. Week 1954
Cured meats, pounds	9,438,000	10,424,000	17,365,000
Fresh meats, pounds	10,478,000	21,672,000	49,886,000
Lard, pounds	1,857,000	2,982,000	3,257,000



Ready and waiting for your hamburgers

Whether you're canning juicy hamburgers, hash, stew or any other meat product, Continental is prepared to give you proper containers *on the double*. As part of our Tailor-Made Package Service, we'll get them to you when and where you say — either plain, or lithographed by craftsmen who are tops in the field. Moreover, we make avail-

able to our customers a lot of important research and engineering helps to keep product quality high and plant operations humming smoothly.

Why not see what Continental can do for you. We're *ready* to tell you our story anytime. All we're waiting for is a call from you.

CONTINENTAL © CAN COMPANY

EASTERN DIVISION: 100 E. 42nd St., New York 17

CENTRAL DIVISION: 135 So. La Salle St., Chicago 3

PACIFIC DIVISION: Russ Building, San Francisco 4



January Volume of Meat Processing Above Last Year; Canning Up Sharply

MEATS and food products processing and canning operations under federal inspection for the four weeks of January involved a larger volume of product than in the same period last year.

Sausage production of 117,051,000 lbs. was only slightly larger than the 116,546,000 lbs. turned out in January last year while the volume of meat loaves, head cheese, chili, etc., was down moderately to 14,614,000 lbs. from 16,265,000 lbs.

Volume of steaks, chops and roasts also decreased as the month's total fell off to 52,011,000 lbs. from 53,625,000 lbs. a year earlier.

Slicing of bacon reflected the larger volume of raw product available from 1955's larger hog slaughter. A total of 68,831,000 lbs. of bacon was sliced in January compared with 55,700,000 lbs. last year. A similar situation prevailed in lard, as the amount rendered in January rose to 186,741,000 lbs. from 151,117,000 lbs. a year earlier.

In canning, the volume of product put up in the 3-lb. and over sizes totaled 43,203,000 lbs. compared with

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN THE FOUR-WEEK PERIOD, JANUARY 3, THROUGH JANUARY 29, 1955

Pounds of finished product		Slicing Consumer and in- packages substitutional or shelf sizes (3 lbs. (or over) (under 3 lbs.)	
Luncheon meat	15,417,000	14,634,000	
Canned hams	22,752,000	351,000	
Corned beef hash	254,000	5,908,000	
Chili con carne	625,000	10,565,000	
Viennas	243,000	3,885,000	
Franks, wieners in brine	2,000	986,000	
Deviled ham		704,000	
Other potted or deviled meat food products	68,000	5,689,000	
Tamales	254,000	2,511,000	
Sliced dried beef	30,000	445,000	
Liver product		92,000	
Meat stew (all product)	38,000	7,914,000	
Spaghetti meat products	197,000	4,204,000	
Tongue (other than pickled)	57,000	157,000	
Vinegar pickled products	1,027,000	1,430,000	
Bulk sausage		866,000	
Hamburger, roasted or cured beef, meat and gravy	88,000	2,381,000	
Soups	1,342,000	45,298,000	
Sausage in oil	214,000	75,000	
Tripe		603,000	
Brains		221,000	
Bacon	49,000	170,000	
All other meats with meat and/or meat by-products—20% or more	287,000	7,328,000	
Less than 20%	258,000	11,166,000	
Total	43,203,000	127,574,000	

25,746,000 lbs. last year. Volume in the under 3-lb. cans rose to 127,574,000 lbs. from 89,769,000 lbs. in Jan-

MEAT AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—JANUARY 3, THROUGH JANUARY 29, 1955 COMPARED WITH CORRESPONDING FOUR WEEKS, JANUARY 4 THROUGH JANUARY 30, 1954. (000 omitted)

	Jan. 3-29 1955	Jan. 4-30 1954
Placed in cure—		
Beef	11,835	13,708
Pork	292,724	256,418
Other	232	107
Smoked and/or dried—		
Beef	4,785	5,557
Pork	185,007	156,398
Cooked meat—		
Beef	6,039	5,445
Pork	23,787	18,215
Other	362	213
Sausage—		
Fresh finished	21,314	19,925
To be dried or semi-dried	9,829	10,380
Franks, wieners	40,390	40,417
Other, smoked or cooked	45,509	45,818
Total sausage	117,051	116,546
Loaf, head cheese, chili, jellied products	14,614	16,265
Steaks, chops, roasts	52,011	53,625
Bouillon cubes, extract	109	264
Sliced bacon	68,831	55,700
Sliced, other	8,778	8,866
Hamburger	11,176	17,447
Miscellaneous meat product	5,158	3,587
Lard, rendered	186,741	151,117
Lard, refined	122,466	105,061
Oleo stock	9,540	9,788
Edible tallow	11,590	11,018
Rendered pork fat—		
Rendered	8,934	7,637
Refined	5,732	4,528
Compound containing animal fat	40,885	29,238
Oleomargarine containing animal fat	3,195	3,030
Canned product for civilian use and Dept. of Defense	177,104	172,343
Totals†	1,368,481	1,217,496

†These figures represent "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment.

uary last year. Most of the increase this year was in luncheon meats and canned hams.

ATMOS RENTAL SERVICE

Now you can RENT your ATMOS Smokehouse and here are 6 reasons "Why"

No Capital Outlay . . . thereby having your Atmos and your money, too, which can be released for other purposes.

Tax Saving . . . with the National Plan your monthly charges are an operating expense and are fully deductible.

No Reduced Credit . . . with the National Plan your credit line is not involved; it is free to be used for more fluid purposes than the purchase of plant equipment.

No Embarrassing Chattel Mortgages . . . with the National Plan there is never a mortgage.

Minimum Down Payment . . . with the National Plan all you pay is 15% down to cover cost of equipment installation.

No Obsolete Machinery On Hand . . . you can maintain your competitive position with new, modern, efficient equipment when you use the National Plan.

All Atmos units are engineered to your specific requirements

All inquiries from outside the U.S. should be addressed to appropriate representative —

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FORT ENGINEERING & SALES LTD.
1971 Tansley St., Montreal, Canada (Cherrier 2166)

European Inquiries to:
MITTELHAÜSER & WALTER, Hamburg 4, W. Germany

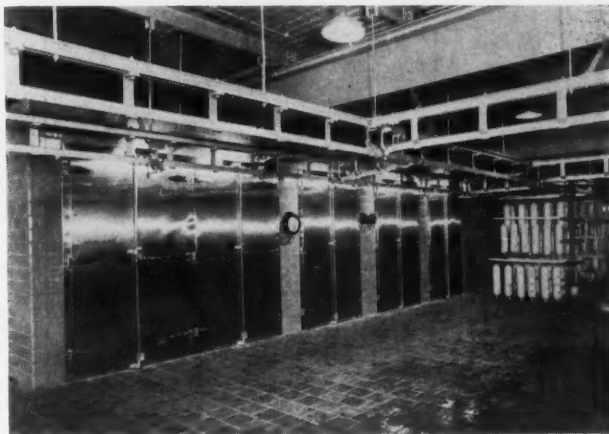
South, Central and Latin American Inquiries to:
GRIFFITH LABORATORIES S. A., 37 Empire St., Newark 5, N. J.

Atmos

CORPORATION

1215 W. FULLERTON AVE. • CHICAGO 14, ILLINOIS

Atmos is the "Original" and "Proven" Smokehouse



WHY THE "NATIONAL" PLAN?

It is the easiest and most "painless" way to enjoy the best. Now ATMOS Smokehouses and smokehouse equipment is within the reach of every packer . . . as near as your telephone . . . now . . . today!

METROPOLITAN

FATS, OILS & SYRUPS CO., INC.

137 12TH STREET

JERSEY CITY, NEW JERSEY



We Solicit Your Offerings for:

- PRIME STEAM LARD
- DRY RENDERED LARD
- RENDERED PORK FAT
- EDIBLE TALLOW

Daily or weekly pick-ups made at your convenience.
Fleet of 16 stainless steel tanks are always at your service!

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Jersey City Telephone: JOURNAL Sq. 2-3232
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DRESSED BEEF
BONELESS MEATS AND CUTS
OFFAL • CASINGS

SUPERIOR PACKING CO.
CHICAGO ST. PAUL

IMPROVE QUALITY & APPEARANCE
INCREASE YIELD WITH

Vitaphos

U.S. PAT. PENDING

First Phosphate Meat and Fat Homogenizer Made in U.S.A.

FIRST SPICE Mixing Company, Inc.

15 VESTRY ST., NEW YORK 13 WORTH 4-5682 • 98 TYCOS DR., TORONTO, CANADA RUssell 1-0751

Meat and supplies prices

CHICAGO

WHOLESALE FRESH MEATS

CARCASS BEEF

(l.c.l. prices)	
Native steers	Feb. 22, 1955
Prime, 600/800	47 1/2
Choice, 500/700	41 @ 41 1/2
Choice, 700/800	41
Good, 500/700	34 1/2
Commercial cows	25 1/2
Canner & cutter cows	24
Bulls	28 1/2

STEER BEEF CUTS

(l.c.l. prices)

Prime:	
Hindquarter	59.0 @ 62.0
Forequarter	39.0 @ 40.0
Round	46.0 @ 49.0
Trimmed full loin	102.0 @ 106.0
Regular chuck	37.0 @ 39.0
Fore Shank	14.0 @ 19.0
Brisket	36.0 @ 38.0
Rib	82.0 @ 83.0
Short plate	14.0 @ 15.0
Flanks (rough)	14.0 @ 15.0
Choice:	
Hindquarter	50.0 @ 52.0
Forequarter	34.0 @ 36.0
Round	46.0 @ 48.0
Trimmed full loin	75.0 @ 80.0
Regular chuck	37.0 @ 39.0
Fore Shank	14.0 @ 19.0
Brisket	36.0 @ 38.0
Rib	84.0 @ 86.0
Short plate	14.0 @ 15.0
Flanks (rough)	14.0 @ 15.0
Good:	
Round	42.0 @ 43.0
Regular chuck	35.0 @ 38.0
Brisket	35.0 @ 37.0
Rib	41.0 @ 44.0
Loin	54.0 @ 58.0

COW & BULL TENDERLOINS

3/dn. range cows (frozen)	53 @ 55
3/4 range cows (frozen)	87 @ 90
4/5 range cows (frozen)	72 @ 75
5/up range cows (frozen)	85 @ 87
Bulls, 5/up	86 @ 90

BEEF HAM SETS

Knuckles, 7 1/2 up	42
Insides, 12/up	42
Outsides, 8/up	37 @ 38

BEEF PRODUCTS

Tongues, No. 1, 100's	30 @ 35
Hearts, reg. 100's	11 1/2
Livers, sel. 30/50's	32 @ 33
Livers, reg. 30/50's	22 @ 23
Lips, scalded, 100's	9 1/2 @ 10
Lips, unscalded, 100's	8 1/2
Tripe, scalded, 100's	5 1/2
Tripe, cooked, 100's	0 @ 6 1/2
Lungs, 100's	7
Melts, 100's	7
Udders, 100's	5 1/2

FANCY MEATS

(l.c.l. prices)

Beef tongues, corned	40 @ 42
Veal breads, under 12 oz.	62
12 oz. up	100
Calf tongue, 1 lb./down	22 @ 28
Ox tails, under 3/4 lb.	16 1/2
Ox tails, over 3/4 lb.	18 1/2

WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs.	47 1/2
Hams, skinned, 16/18 lbs.	48
Hams, skinned, 16/18 lbs., wrapped	45 1/2
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	46 1/2
Bacon, fancy, trimmed, brisket off, 8/10 lbs., wrapped	40
Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped	40
Bacon, No. 1 sliced, 1-lb. open-faced layers	52

VEAL—SKIN OFF

(Carcasses)

(l.c.l. prices)	
Prime, 80/110	\$42.00 @ 43.00
Prime, 110/150	41.00 @ 42.00
Choice, 50/80	35.00 @ 37.00
Choice, 80/110	39.00 @ 40.00
Choice, 110/150	38.00 @ 39.00
Good, 50/80	30.00 @ 32.00
Good, 80/150	35.00 @ 38.00
Commercial, all wts.	24.00 @ 29.00

CARCASS MUTTON

(l.c.l. prices)	
Choice, 70/down	16 @ 17
Good, 70/down	15 @ 16

CARCASS LAMB

(l.c.l. prices)

Prime, 40/50	43 @ 44
Prime, 50/60	41 @ 42
Choice, 40/50	41 1/2 @ 42 1/2
Choice, 50/60	38 1/2 @ 41 1/2
Good, all wts.	38 @ 40

SAUSAGE MATERIALS—FRESH

Pork trim., reg. 40%	16 @ 16 1/2
bbbs.	
Pork trim., guar. 50%	19 1/2 @ 20
lenn, bbbs.	
Pork trim., 80% lenn,	30 1/2 @ 31
bbbs.	
Pork trim., 95% lean,	41 1/2
bbbs.	
Pork head meat	20
Pork cheek meat, trim.,	22
bbbs.	22 @ 23 1/2
C. C. cow meat, bbbs.	32 1/2 @ 33 1/2
Bull meat, bon'ls, bbbs.	35 @ 35 1/2
Beef trim., 75/85 bbbs.	24
Beef trim., 85/90 bbbs.	27 1/2
Bon'ls chucks, bbbs.	32 1/2 @ 33
Beef cheek meat, trmd.,	18
bbbs.	
Beef head meat, bbbs.	16
Shank meat, bbbs.	32 1/2
Veal trim., bon'ls, bbbs.	26 1/2 @ 27

FRESH PORK AND PORK PRODUCTS

Hams, skinned, 10/12	45
Hams, skinned, 12/14	41 @ 41 1/2
Hams, skinned, 14/16	39 1/2
Pork loins, reg., 8/12	41 @ 42
Pork loins, bon'ls, 100's	48
Shoulders, 16/dn., loose	28
Picnics, 4/6 lbs., loose	25
Picnics, 6/8 lbs.	25 1/2
Pork livers	9 1/2 @ 10
Boston butts, 4/8 lbs.	32 @ 33
Tenderloins, fresh, 10's	82 @ 84
Neck bones, bbbs.	8 @ 9
Brains, 10's	10
Ears, 30's	10 @ 11
Snouts, lean in, 100's	8 @ 9
Feet, s.c., 30's	8 @ 9

SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)

Beef casings:	
Domestic rounds, 1 1/2 to 1 3/4 inch	60 @ 75
Domestic rounds, over 1 3/4 inch, 140 pack	80 @ 110
Export rounds, wide, over 1 1/2 inch	1.25 @ 1.50
Export rounds, medium, 1 1/2 @ 1 3/4 inch	95 @ 1.05
Export rounds, narrow, 1 1/4 inch, under	1.00 @ 1.20
No. 1 weans, 24 in. up	13 @ 16
No. 1 weans, 22 in. up	9 @ 13
No. 2 weasands	8 @ 10
Middles, sew., 1 1/2 @ 2 1/4 in.	1.00 @ 1.35
Middles, select, wide, 2 1/2 @ 3 in.	1.25 @ 1.50
Middles, extra select, 2 1/2 @ 2 3/4 in.	2.00 @ 2.25
Beef bungs, exp. No. 1	25 @ 31
Beef bungs, domestic	20 @ 25
Dried or salt, bladders, piece:	
8-10 in. wide, flat	8 @ 13
10-12 in. wide, flat	9 @ 16
12-15 in. wide, flat	16 @ 22
Pork casings:	
Extra narrow, 20 mm. & dn.	4.00 @ 4.25
Narrow, medium, 29 @ 32 mm.	3.70 @ 4.15
32 @ 35 mm.	2.65 @ 3.00
Spec. med., 35 @ 38 mm.	1.70 @ 2.10
Export bungs, 34 in. cut	45 @ 54
Lge. pr. bungs, 34 in.	32 @ 35
Med. prime bungs, 34 in. cut	25 @ 28
Small prime bungs	14 @ 18
Hog middles, 1 per set, cap. off	55 @ 70
Sheep Casings (per bank):	
26/28 mm.	4.70 @ 5.00
24/26 mm.	4.80 @ 5.10
22/24 mm.	4.50 @ 4.90
20/22 mm.	3.25 @ 3.65
18/20 mm.	2.25 @ 2.65
16/18 mm.	1.50 @ 1.90

DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs	84 @ 87
Thuringer	43 @ 47
Farmer	68 @ 70
Holsteiner	70 @ 72
B. C. Salami	79
Genoa style salami, ch.	91 @ 95

DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, hog cas...	40
Pork sausage, sheep cas...	47 1/2 @ 51
Frankfurters, sheep cas...	47 @ 50
Frankfurters, skinless...	37 1/2 @ 41 1/2
Bologna (ring)	35 1/2 @ 44
Bologna, artificial cas...	35 1/2 @ 42
Smoked liver, hog bungs...	39 1/2 @ 41 1/2
New Eng. lunch, spec...	57 @ 60
Souse	30 1/2
Polish sausage, smoked...	42 @ 60
Pickle & Pimiento loaf...	33 @ 38 1/2
Olive loaf	34 1/2 @ 41 1/2
Pepper loaf	39 @ 55 1/2
Smoke snacks	47 1/2
Smoke links	52 1/2

SEEDS AND HERBS

(l.c.l. prices)

	Ground	Whole for Sausage
Caraway seed ...	27	32
Cumin seed ...	28	30
Mustard seed, fancy	23	..
Yellow American ..	29	..
Oregano	34	41
Coriander, Morocco, Natural, No. 1 ..	17	21
Marjoram, French ..	46	52
Sage, Dalmatian, No. 1	56	64

CURING MATERIALS

Cwt.

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.31
Saltpeter, n. ton, f.o.b. N.Y.	..
Dbl. refined gran.	11.25
Small crystals	14.00
Medium crystals	15.40
Pure rfd., gran. nitrate of soda	5.25
Pure rfd., powdered nitrate of soda	6.25
Salt, in min. car. of 45,000 lbs. only, paper sacked, f.o.b. Chgo.; Gran. (ton)	27.00
Rock, per ton, in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar—Raw, 96 basis, f.o.b. N.Y.	5.95
Refined standard cane gran., basis (Chgo.) ..	8.80
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.10
Dextrose, per cwt.	7.35
Cerelose, Reg. No. 53 ..	7.45
Ex-Whse., Chicago	7.45

SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	1.13	1.22
Resifted	1.17	1.25
Chili Powder	47	47
Chili Pepper	47	47
Cloves, Zanzibar	72	78
Ginger, Jam., unbl., ..	54	60
Mace, fancy, Banda ..	1.70	1.90
West Indies	1.65	1.75
East Indies	1.75	1.85
Mustard flour, fancy ..	37	37
No. 1	33	33
West India Nutmeg ..	55	55
Paprika, Spanish	61	61
Pepper, Cayenne	53	53
Red, No. 1	53	53
Pepper: White	84	90
Black	50	55

PACIFIC COAST WHOLESALE MEAT PRICES

Los Angeles Feb. 22 San Francisco Feb. 22 No. Portland Feb. 23

FRESH BEEF (Carcass):

STEERS:

Choice:

500-600 lbs.	\$38.50@40.00	\$40.00@42.00	\$39.00@41.50
600-700 lbs.	38.00@39.00	38.50@41.00	38.00@40.00
Good:			
500-600 lbs.	34.00@37.00	38.00@40.00	36.00@38.00
600-700 lbs.	32.00@35.00	36.00@38.00	35.00@37.00
Commercial:			
350-500 lbs.	31.00@34.00	34.00@37.00	32.00@36.00

COWS:

Commercial, all wts. ..	25.00@28.00	25.00@30.00	26.00@32.00
Utility, all wts.	24.00@27.00	23.00@26.00	24.00@29.00

FRESH CALF:

(Skin-Off)

(Skin-Off)

(Skin-Off)

Choice:

200 lbs. down	36.00@39.00	None quoted	40.00@44.00
Good:			
200 lbs. down	34.00@37.00	38.00@40.00	39.00@41.00

LAMB (Carcass):

Prime:

40-50 lbs.	39.00@41.00	41.00@42.00	41.00@43.00
50-60 lbs.	38.00@39.00	40.00@41.00	40.00@42.00

Choice:

40-50 lbs.	39.00@41.00	41.00@42.00	41.00@43.00
50-60 lbs.	38.00@39.00	39.00@41.00	40.00@42.00
Good, all wts.	36.00@39.00	37.00@39.00	39.00@41.00

MUTTON (EWE):

Choice, 70 lbs. down...	23.00@25.00	None quoted	18.00@21.00
Good, 70 lbs. down...	23.00@25.00	None quoted	18.00@21.00

FRESH PORK (Carcass): (Packer Style)

(Shipper Style)

(Shipper Style)

80-120 lbs.	None quoted	None quoted	None quoted
120-160 lbs.	29.00@30.00	None quoted	28.50@30.00

FRESH PORK CUTS No. 1:

LOINS:

8-10 lbs.	43.00@46.00	47.00@50.00	45.00@48.00
10-12 lbs.	43.00@46.00	46.00@48.00	45.00@48.00
12-16 lbs.	43.00@46.00	44.00@47.00	43.00@47.00

PICNICS:

4-8 lbs.	31.00@35.00	32.00@36.00	32.00@36.00
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HAMS, Skinned:

12-16 lbs.	43.00@48.00	50.00@55.00	49.00@52.00
16-18 lbs.	42.00@48.00	46.00@50.00	47.00@51.00

BACON, "Dry Cure" No. 1:

6-8 lbs.	46.00@52.00	52.00@58.00	52.00@57.00
8-10 lbs.	42.00@48.00	48.00@52.00	50.00@54.00
10-12 lbs.	38.00@44.00	44.00@48.00	45.00@50.00

LARD, Refined:

1-lb. cartons	17.00@18.00	17.00@18.00	16.00@17.50
50-lb. cartons & cans ..	15.50@17.50	16.00@17.00	None quoted
Tierces	15.00@17.00	16.00@17.00	15.00@16.50

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... for full, mellow flavor and aroma



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CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

F.O.B. CHICAGO CHICAGO BASIS			BELLIES (Square Cut)		
WEDNESDAY, FEB. 23, 1955			Fresh or F.F.A. Frozen		
*REGULAR HAMS			6-8	30 1/2 @ 31n	30 1/2 @ 31n
Fresh or F.F.A.			8-10	30 1/2 @ 31	30 1/2 @ 31
8-10	41 1/2 n	41 1/2 n	10-12	27 1/2	27 1/2
10-12	41 1/2 n	41 1/2 n	12-14	27 1/2	27 1/2
12-14	37 1/2 n	37 1/2 n	14-16	24	24
14-16	36n	36n	16-18	23	23
16-18	34 1/2 n	34 1/2 n	18-20	21 1/2	21 1/2
18-20	34 1/2 n	34 1/2 n			
20-22	34 1/2 n	34n			
SKINNED HAMS			GR. AMN. BELLIES		
Fresh or F.F.A.			D. S. BELLIES		
10-12	44	44	18-20	17 1/2 n	20n
12-14	40	40	20-25	17 1/2	20
14-16	38 1/2	38 1/2	25-30	16 1/2	19n
16-18	37	37	30-35	15 1/2	18n
18-20	37	37	35-40	15	17n
20-22	36 1/2 @ 37	36 1/2 n	40-50	14 1/2	15 1/2 @ 16
22-24	35 @ 35 1/2	35n			
24-26	35n	35n	FAT BACKS		
26-28	35n	35n	Fresh or Frozen		
28-30	35n	35n	6-8	9n	9n
25/up, 2's in 33 1/2	33 1/2 n	33 1/2 n	8-10	9n	9
PICNICS			10-12	10 1/2 n	10 1/2
Fresh or F.F.A.			12-14	11n	11
4-6	26	26	14-16	11 1/2 n	11 1/2
6-8	24 1/2	24 1/2	16-18	12n	12
8-10	23 1/2 @ 24	23 1/2 n	18-20	12n	12
10-12	23 1/2 @ 24	23 1/2 n	20-25	12n	12
12-14	23 1/2 @ 24	23 1/2 n			
5/up, 2's in 23 1/2 @ 24	23 1/2 n	23 1/2 n			
OTHER CELLAR CUTS			*BARBELED PORK		
Fresh or Frozen			Clear Fat Back		
Sq. jowls, 12n	13n	13n	60-70	30n	30n
Jowl butts, 10 1/2	10 1/2	10 1/2	70-80	29n	29n
			80-100	28n	28n
			100-125	25n	25n

LARD FUTURES PRICES

FRIDAY, FEB. 18, 1955				
Open	High	Low	Close	
Mar. 12.57 1/2	12.62 1/2	12.47 1/2	12.60a	-55
May 12.65	12.70	12.60	12.67 1/2	-70
July 12.75	12.85	12.72 1/2	12.85a	
Sept. 12.85	12.95	12.85	12.90	
Oct. 12.75	12.75	12.72 1/2	12.72 1/2a	
Sales: 5,240,000 lbs.				
Open interest at close Thurs., Feb. 17: Mar. 589, May 537, July 233, Sept. 92, and Oct. 20 lots.				
MONDAY, FEB. 21, 1955				
Mar. 12.65	12.65	12.50	12.55b	
May 12.75	12.75	12.55	12.65b	
July 12.82 1/2	12.82 1/2	12.75	12.80	
Sept. 12.95	12.95	12.87 1/2	12.87 1/2a	
Oct. ....	....	12.72 1/2	12.72 1/2b	
Sales: 2,840,000 lbs.				
Open interest at the close Fri., Feb. 18: Mar. 584, May 547, July 238, Sept. 99, and Oct. 20 lots.				

TUESDAY, FEB. 22, 1955
Board of Trade Closed — Holiday
No Trading in Lard Futures.

WEDNESDAY, FEB. 23, 1955				
Mar. 12.50	12.67 1/2	12.37 1/2	12.55	
May 12.60	12.67 1/2	12.52 1/2	12.65a	-55
July 12.70	12.77 1/2	12.70	12.70	
Sept. 12.80	12.87 1/2	12.72 1/2	12.87 1/2b	
Oct. ....	....	12.60b		
Sales: 5,600,000 lbs.				
Open interest at close Mon., Feb. 21: Mar. 583, May 534, July 245, Sept. 99, and Oct. 20 lots.				

THURSDAY, FEB. 24, 1955				
Mar. 12.52 1/2	12.55	12.40	12.55a	-50
May 12.62 1/2	12.62 1/2	12.52 1/2	12.60	-62 1/2
July 12.65	12.72 1/2	12.65	12.72 1/2	
Sept. 12.80	12.85	12.80	12.85b	
Oct. ....	....	12.60b		
Sales: 3,000,000 lbs.				
Open interest at close Wed., Feb. 23: Mar. 565, May 637, July 251, Sept. 100, and Oct. 20 lots.				

STOCKER — FEEDER CATTLE SHIPMENTS

Stocker and feeder livestock received in nine Corn Belt states during January, with comparisons:

CATTLE AND CALVES			
	1955	1954	January
Public stockyards	171,769	131,911	
Direct	122,204	73,750	
Totals	293,973	205,661	
Years '54-'53	4,275,599	3,551,656	

SHEEP AND LAMBS
Public stockyards 103,909 87,118
Direct 122,249 100,033
Totals 226,158 197,151
Years '54-'53 3,047,967 2,906,995
Data in this report were obtained from offices of state veterinarians. Under "Public stockyards" are included stockers and feeders which were bought at stockyard markets. Under "Direct" are included stockers and feeders coming from other states from points other than public stockyards, some of which are inspected at public stockyards en route.

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	15.75
Refined lard, 50-lb. cartons, f.o.b. Chicago	15.75
Kettle rend., tierces, f.o.b. Chicago	16.25
Leaf, kettle rend., tierces, f.o.b. Chicago	16.75
Lard flakes, f.o.b. Chicago	18.12 1/2
Neutral tierces, f.o.b. Chicago	18.12 1/2
Standard shortening*	21.50
N. & S.	21.50
Hydrogenated shortening N. & S.	22.75

*Delivered.

WEEK'S LARD PRICES

P.S. or DRY			
	Rend. Cash	Rend.	Raw
(Tierces)	Loose	Leaf	
Feb. 18, 12.57 1/2 n	11.12 1/2 b	12.12 1/2 n	
Feb. 19, 12.57 1/2 n	11.12 1/2 n	12.12 1/2 n	
Feb. 21, 12.50a	11.12 1/2	12.12 1/2 n	
Feb. 22—Holiday, no trading.			
Feb. 23, 12.55n	11.00n	12.00n	
Feb. 24, 12.47 1/2 n	10.87 1/2 n	11.87 1/2 n	

MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS

CARCASS BEEF	
Feb. 22, 1955	
Per Cwt.	
(l.c.l. prices)	
Steer:	
Prime, 700/800	49.00@50.50
Prime, 800/900	49.00@49.50
Choice, 600/800	42.50@44.50
Choice, 800/900	42.00@42.50
Good, 500/700	37.00@40.00
Commercial	32.00@35.00
Cow, commercial	28.00@30.00
Cow, utility	24.00@27.00

BEEF CUTS

(l.c.l. prices)	
Prime Steer:	
Hindqtrs., 600/800	63.00@66.00
Hindqtrs., 800/900	62.00@63.00
Rounds, flank off	48.00@49.00
Rounds, diamond bone, flank off	50.00@51.00
Short loins, untrim.	105.00@115.00
Short loins, trim.	138.00@160.00
Flanks (7 bone cut)	13.00@14.00
Arm chucks	80.00@85.00
Arm chucks (Kosher)	41.00@43.00
Briskets	36.00@37.00
Plates	15.00@16.00
Foreqtrs. (Kosher)	47.00@50.00
Briskets (Kosher)	38.00@39.00

Choice Steer:	
Hindqtrs., 600/800	50.00@54.00
Hindqtrs., 800/900	48.00@50.00
Rounds, flank off	47.00@48.00
Rounds, diamond bone, flank off	48.00@49.00
Short loins, untrim.	65.00@72.00
Short loins, trim.	90.00@102.00
Flanks	13.00@14.00
Ribs (7 bone cut)	50.00@56.00
Arm chucks	37.00@40.00
Briskets	36.00@37.00
Plates	15.00@16.00
Foreqtrs. (Kosher)	38.00@42.00
Arm chucks (Kosher)	39.00@45.00
Briskets (Kosher)	37.00@38.00

FANCY MEATS

(l.c.l. prices)	
Veal breads, under 6 oz.	55
6 to 12 oz.	54@65
12 oz. up	95@96
Beef livers, selected	34@35
Beef kidneys	12
Oxtails, over 1/2 lb.	14

LAMBS

(l.c.l. prices)	
Prime, 30/40	46.00@47.00
Prime, 40/45	48.00@50.00
Prime, 45/55	45.00@46.00
Choice, 30/40	45.00@46.00
Choice, 40/45	46.00@48.00
Choice, 45/55	43.00@45.00
Good, 30/40	44.00@45.00
Good, 40/45	45.00@47.00
Good, 45/55	40.00@43.00
Prime, 40/45	44.00@45.00
Prime, 45/50	44.00@45.00
Prime, 50/55	44.00@45.00
Choice, 55/60	40.00@43.00
Good, all wts.	39.00@42.00

FRESH PORK CUTS

(l.c.l. prices)	
Western	
Pork loins, 8/12	43.00@46.00
Pork loins, 12/16	42.00@43.00
Hams, sknd., 10/14	43.00@46.00
Boston butts, 4/8	35.00@37.00
Sparr ribs, 3/down	38.00@40.00
Pork trim., regular	28.00
Pork trim., spec. 80%	44.00

City	
Hams, sknd., 10/14	44.00@48.00
Pork loins, 8/12	46.00@48.00
Pork loins, 12/16	45.00@46.00
Picnics, 4/8	30.00@34.00
Boston butts, 4/8	37.00@42.00
Sparr ribs, 3/down	39.00@43.00

VEAL—SKIN OFF

(l.c.l. prices)	
Western	
Prime, 80/110	47.00@50.00
Prime, 110/150	47.00@50.00
Choice, 80/110	39.00@42.00
Choice, 110/150	38.00@41.00
Good, 50/80	29.00@31.00
Good, 80/110	35.00@37.00
Good, 110/150	34.00@36.00
Commercial, all wts.	26.00@29.00

DRESSED HOGS

(l.c.l. prices)	
(Heads on, leaf fat in)	
50 to 75 lbs.	28.50@31.50
75 to 100 lbs.	28.50@31.50
100 to 125 lbs.	28.50@31.50
125 to 150 lbs.	28.50@31.50

BUTCHERS' FAT

Cwt.	
Shop fat	22.00
Breast fat	3.00
Indebl suet	3.50
Edible suet	3.40

LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Feb. 23, were reported as follows:

CATTLE:	
Steers, ch. & pr.	30.75 only
Steers, choice	23.00@25.25
Steers, good	18.50@22.00
Steers, comm.	17.00@18.00
Heifers, choice	22.00@23.50
Heifers, com'l & gd.	15.00@22.00
Cows, util. & com'l	12.00@14.50
Cows, can. & cut.	9.50@11.50
Bulls, util. & com'l	12.00@15.50

HOGS:	
Choice, 150/210	16.00@16.75
Choice, 210/220	16.00@16.75
Choice, 220/240	16.00@16.75
Good, 240/300	14.25@16.25
Sows, 450/down	13.25@14.00

LAMBS:	
Good & prime	20.00@22.50

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Feb. 12, compared with the same time 1954, was reported to The National Provisioner by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS		VEAL CALVES		HOGS* Grade B ¹		LAMBS	
	Up to 1000 lbs.		Good and Choice		Dressed		Good Handyweight	
	1955	1954	1955	1954	1955	1954	1955	1954
Toronto	\$18.86	\$17.51	\$28.62	\$28.00	\$25.77	\$25.00	\$21.50	\$23.75
Montreal	20.50	19.00	26.05	27.40	26.50	26.10	19.00	19.50
Winnipeg	18.35	16.50	27.00	26.00	23.67	22.85	17.71	21.25
Calgary	17.78	16.57	20.70	23.79	22.25	23.20	18.26	20.81
Edmonton	17.50	15.50	22.75	22.50	22.85	23.60	19.25	21.75
Lethbridge .....	.....	16.50	19.25	.....	22.25	23.85	18.25	20.25
Pr. Albert	17.50	14.25	23.05	26.50	21.50	31.60	15.50	.....
Moose Jaw	17.50	15.30	20.00	21.00	21.60	31.60	.....	.....
Saskatoon	20.00	18.00	18.00
Regina	17.45	15.50	21.00	22.25	21.50	32.10	17.75
Vancouver	19.00	20.75	22.00	18.50

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BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

BLOOD
Wednesday, Feb. 23, 1955
Unground, per unit of ammonia Unit
(bulk)*6.75a

DIGESTER FEED TANKAGE MATERIAL
Wet rendered, unground, loose:
Low test*7.00a
Med. test*6.75
High test*6.75
Liquid stick tank cars2.75

PACKINGHOUSE FEEDS
Carlots, per ton
50% meat, bone scraps, bagged...\$ 75.00@ 82.50
50% meat, bone scraps, bulk 72.50@ 80.00
55% meat, scraps, bagged 92.00
60% digester tankage, bagged 80.00@ 82.50
60% digester tankage, bulk 77.50@ 80.00
80% blood meal, bagged 125.00@150.00
70% steamed bone meal, bagged (spec. prep.) 85.00
60% steamed bone meal, bagged. 80.00@ 85.00

FERTILIZER MATERIALS
High grade tankage, ground, per unit ammonia 6.00
Hoof meal, per unit ammonia 6.50

DRY RENDERED TANKAGE
Low test, per unit, prot.*1.45@1.50a
Med. test, per unit prot.*1.40
High test, per unit prot.*1.40a

GELATINE AND GLUE STOCKS
Calf trimmings (limed) Per cwt. 1.35@ 1.50
Hide trimmings (green salted) 6.00@ 7.00
Cattle jaws, scraps, and knuckles, per ton55.00@57.50
Pig skin scraps and trimmings, per lb. 6.25@ 6.50

ANIMAL HAIR
Winter coil dried, per ton*\$120.00@125.00
Summer coil dried, per ton*55.00@ 60.00a
Cattle switches, per piece4@4 1/2
Winter processed, gray, lb. 17
Summer processed, gray, lb. 11@ 12

n—nominal. a—asked. *Quoted delivered.

TALLOWs and GREASES

Wednesday, February 23, 1955

Trading late last week was only moderate in volume, with steady prices prevailing. Bleachable fancy tallow sold at 7 3/4c, B-white grease at 7 1/4c and yellow grease at 7c, all c.a.f. Chicago, several tanks involved. Bleachable fancy tallow was bid at 8 1/4@8 3/4c, delivered east, depending on product, but held at 8 1/2c or better. All hog choice white grease was bid at 8 1/2c, c.a.f. New York, and also held fractionally higher. Yellow grease was bid at 7 1/2c, c.a.f. east, without reported trade. Edible tallow was available at 9 1/2c, Chicago basis.

A little better feeling on the part of eastern consumers was evident on Friday, last week, with bids of 8 3/4c, c.a.f. east, reported for all hog choice white grease. Inquiry in the inedible fats market locally was at steady levels, but offerings continued on the light side. Only a few categories were in good demand. Later in the day, several tanks of all hog choice white grease sold at 8 3/4c, delivered New York, or 1/4c higher, and same figure

was bid on additional tanks.

Very limited movement took place at the start of the new week, and mostly at steady prices. Buying interest remained good, but producers' ideas were 1/4@1/4c over last trading levels. No material change was recorded on the part of eastern users. Edible tallow was quoted nominally steady at 9 1/2c, Chicago basis.

There was good inquiry locally on certain materials at steady levels; however, offerings remained light. Some product was held 1/4c or more higher. A few tanks of all hog choice white grease sold at 8 3/4c, c.a.f. east. Edible tallow was available at 9 1/2c, Chicago basis, but unsold.

TALLOWs: Wednesday's quotations: edible tallow, 9 1/2c; original fancy tallow, 8c; bleachable fancy tallow, 7 3/4c; prime tallow, 7 1/2c; special tallow, 7 1/4c; No. 1 tallow, 7c; and No. 2 tallow, 6 1/2c.

GREASES: Wednesday's quotations: choice white grease (not all hog), 7 3/4c; B-white grease, 7 1/4c; yellow grease, 7c; house grease, 6 3/4c; and brown grease, 6@6 1/4c. The all hog choice white grease was quoted at 8 3/4c, c.a.f. east.

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VEGETABLE OILS

Wednesday, February 23, 1955

There was little done in the way of trading on most vegetable oils Monday, with prices steady to a shade higher on soybean oil.

Refiners were in the soybean oil market to quite an extent, but their interest was $\frac{1}{8}$ c under available offerings. February shipment cashed at $12\frac{1}{4}$ c and March shipment also sold at that price. First-half and scattered first-half April shipment sold at $12\frac{1}{4}$ c.

Cottonseed oil was offered at 13 c in the Valley, but bids were $\frac{1}{8}$ c under that level and no trading was heard. The market in the Southeast was nominal at $13\frac{1}{8}$ c. There was buying interest in Texas at $12\frac{1}{2}$ c, but offerings were priced at $12\frac{3}{4}$ c, which created a lack of activity at various locations.

Corn oil sold steady at $13\frac{1}{4}$ c. Peanut oil was nominal at 18 c, as was coconut oil at $12\frac{1}{2}$ c.

The soybean oil market at mid-week started off strong, but later weakness was indicated, as a result of sales made at lower levels. February shipment sold early at $12\frac{1}{4}$ c, but later trading developed at $12\frac{1}{2}$ c. March shipment cashed first at $12\frac{1}{2}$ c, and later sold off $\frac{1}{8}$ c, to trade at 12 c. First-half April shipment was bid at $12\frac{1}{4}$ c and offered at $12\frac{1}{2}$ c, without action. Part of the easiness in the market was attributed to the board market, which declined at the end of the trading day.

Only a few sales of cottonseed oil were made, with the bulk of the activity accomplished in the Valley. After trading at $12\frac{1}{2}$ c, bids later were priced at $12\frac{3}{4}$ c. Offerings, however, were held at $12\frac{1}{2}$ c. In the Southeast, 13 c was paid at good locations, but additional offerings at that level went untraded. Offerings were available in Texas at $12\frac{1}{2}$ c, Waco basis, and at $12\frac{1}{2}$ c at far western locations, all without trade.

The corn oil market continued steady, with trading of February and March shipments at $13\frac{1}{2}$ c. Peanut oil was offered at 18 c, but no sales were heard at that level. Coconut oil sold Tuesday at $12\frac{1}{4}$ c, but midweek interest was at $12\frac{1}{2}$ c.

CORN OIL: Sold steady during week at $13\frac{1}{2}$ c.

SOYBEAN OIL: Market easier at midweek, but unchanged from last week's bid level.

PEANUT OIL: Offered at 18 c, but untraded at midweek.

COCONUT OIL: Sold Tuesday at $12\frac{1}{4}$ c, off $\frac{1}{8}$ c from previous week.

COTTONSEED OIL: Sales gener-

ally light at mostly steady prices in both the Valley and the Southeast.

Cottonseed oil futures in New York were quoted as follows:

FRIDAY, FEB. 18, 1955

	Open	High	Low	Close	Prev. Close
Mar.	15.05b	.....	.....	15.06	15.21b
May	15.20b	.....	.....	15.23	15.26b
July	15.15b	.....	.....	15.22	15.26
Sept.	15.08b	.....	.....	15.05b	15.10b
Oct.	15.00b	.....	.....	15.00b	15.04b
Dec.	14.95b	.....	.....	15.00	15.04b
Jan.	14.90b	.....	.....	14.90a	14.95b

Sales: 40 lots.

MONDAY, FEB. 21, 1955

Mar.	15.00b	15.05	14.97	14.95b	15.08
May	15.20b	15.23	15.13	15.13	15.23
July	15.20b	15.18	15.12	15.10b	15.22
Sept.	15.05b	15.01	14.98	14.98	15.05b
Oct.	14.95b	14.90	14.90	14.90	15.00b
Dec.	15.00b	14.91	14.91	14.88b	15.00
Jan.	14.80a	.....	.....	14.80a	14.90a

Sales: 92 lots.

TUESDAY, FEB. 22, 1955

Washington's Birthday
No trading in cottonseed oil futures

WEDNESDAY, FEB. 23, 1955

Mar.	14.90b	14.93	14.88	14.90	14.95b
May	15.07	15.08	15.01	15.02	15.13
July	15.00b	15.07	15.00	15.05	15.10b
Sept.	14.97	14.97	14.85	14.85	14.98
Oct.	14.82b	14.80	14.80	14.80	14.90
Dec.	14.80b	14.81	14.80	14.81	14.88b
Jan.	14.70a	.....	.....	14.80a	14.80a

Sales: 175 lots.

EASTERN BY-PRODUCTS

New York, Feb. 23, 1955

Dried blood was quoted Wednesday at \$6.75 per unit of ammonia. Low test wet rendered tankage was listed at \$5.75 per unit of ammonia and dry rendered tankage was priced at \$1.40 per protein unit.

VEGETABLE OILS

Wednesday, Feb. 23, 1955

Crude cottonseed oil, carlots, f.o.b.	
Valley	12 $\frac{1}{4}$ pd
Southeast	13pd
Texas	12 $\frac{1}{2}$ a
Corn oil in tanks, f.o.b. mills	13 $\frac{1}{2}$ pd
Peanut oil f.o.b. mills	18a
Soybean oil, f.o.b. mills	12 $\frac{1}{2}$ pd
Coconut oil, f.o.b. Pacific Coast	12 $\frac{1}{2}$ b
Cottonseed foots:	
Midwest and West Coast	2 $\frac{1}{2}$ @2 $\frac{1}{2}$
East	2 $\frac{1}{2}$ @2 $\frac{1}{2}$

OLEOMARGARINE

Wednesday, Feb. 23, 1955

White domestic vegetable	26
Yellow quarters	28
Milk churned pastry	26
Water churned pastry	25

OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels) ...	9 $\frac{1}{2}$ @10
Extra oleo oil (drums)	15@15 $\frac{1}{4}$

pd—paid. n—nominal. b—bid. a—asked.

Archer-Daniels Closes Its Soybean Plant At Decatur

Archer-Daniels-Midland Co. has closed its soybean processing plant at Decatur, Ill., one of the nation's largest, indefinitely. The announcement followed one by General Mills that it had closed its soybean plant at Belmont, Iowa.

A. C. Hoehne, vice president in charge of ADM soybean operations, said the Decatur closing was forced by high prices for soybeans. Large stocks are being held in country elevators and on farms to bolster the prices, he said making processors pay more for a bu. of soybeans than they can get for the resulting oil and meal.

SHORTENING AND EDIBLE OIL SHIPMENTS

January shortening and edible oil shipments totaled 350,098,000 lbs. compared with 320,658,000 lbs. in December, the Institute of Shortening and Edible Oils has reported. Of the January total, 150,985,000 lbs., or 43.2 per cent, was shortening and 180,081,000 lbs., or 51.4 per cent, was edible oil.

Shipments of shortening and edible oil to agencies of the federal government and government controlled corporations amounted to 15,252,000 lbs. and shipments for commercial export, 3,779,000 lbs., or 4.4 and 1.1 per cent, respectively.

Jan. 1 Soybean Stocks Up 37%

Stocks of soybeans in all positions on January 1 soared 37 per cent to a record 261,189,000 bu., from 190,287,000 bu. a year earlier. January 1 stocks were 15 per cent higher than the previous record of 1951.

Formosa to Buy Tallow

The Foreign Operations Administration has authorized \$500,000 for Formosa to buy inedible tallow from the United States.

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HIDES AND SKINS

Hide sales lacking during early part of week—Bids $\frac{1}{2}$ c off last levels, except heavy native steers at picked points—Small packer and country hide markets dull and generally unchanged, pricewise—A car of heavy and light calfskins sold at 40c and 42 $\frac{1}{2}$ c. Shearling and fall clip market strong.

CHICAGO

PACKER HIDES: The hide market was in an uncertain position Monday in the local area, and the New York futures market tended to lend an easier tone to the situation. Heavy native steers of northern point production were the one selection on the list that was bid steady. Other selections were sought at levels $\frac{1}{2}$ c under last trading prices. Packers, however, presumably had not compiled offering lists and no trading developed throughout the day.

On Tuesday, packers' plants and offices were closed in observance of the holiday, which would decrease production, according to reports, but not necessarily considered a factor in regard to amount of supplies. Some sources thought that, in view of last week's volume of hides traded, a carry-over into this week's supplies was probable.

Buying interest continued at lower quotations at midweek, but bids failed to draw out offerings and no trading developed up to mid-afternoon, Wednesday. There was specialty tanner interest for heavy native steers at picked points at steady prices, and resale heavy native cow hides were reportedly available, but both interest and offerings went without action.

SMALL PACKER AND COUNTRY HIDES: Both the small packer and country hide markets were dull during the week, due mainly to lack of orders. The 50-lb. average were

quoted on a nominal basis in the Midwest at 10 $\frac{1}{2}$ c, and 11c nominally on the outside. There was an intimation of interest, but no definite bids could be uncovered. Some 60@70-lb. average all-weights were offered at 9c, and good, plump 60-lb. averages were offered at 9 $\frac{1}{2}$ c and 10c, but no sales were heard. Mixed lots of 50-lb. average country hides were quoted at 7 $\frac{1}{2}$ c, with both bids and offerings difficult to ascertain.

CALFSKINS AND KIPSKINS: A car of calfskins sold at 40c on the heavies and 42 $\frac{1}{2}$ c on the lights. Kipskins were reportedly tight, but no sales reported.

SHEEPSKINS: Some No. 1 shearlings sold at 2.50, No. 2 shearlings at 1.30, and No. 3 shearlings at .55. Fall clips sold at 3.00. A couple of cars of No. 1, No. 2 and No. 3 shearlings and fall clips, sold at 2.50, 1.35, .50, and 3.00, respectively. Inquiry was reportedly good for shearlings and fall clips, but additional movement was lacking due to light production. Dry pelts sold at 27@27 $\frac{1}{2}$ c. The pickled skin market appeared firmer, although prices remained unchanged. A car of lambs sold late last week at 7.00. Sheep were quoted at 8.00@8.50, with possible sales at the latter figure.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Feb. 19, 1955, totaled 3,857,000 lbs.; previous week, 5,581,000 lbs.; same week, 1954, 6,346,000 lbs.; 1955 to date, 33,829,000 lbs.; same period, 1954, 35,762,000 lbs.

Shipments for week ended Feb. 19, 1955 totaled 4,490,000 lbs.; previous week, 3,825,000 lbs.; corresponding week, 1954, 5,430,000 lbs.; 1955 to date, 24,427,000 lbs.; same period, 1954, 31,603,000 lbs.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Week ended Feb. 23, 1955	Cor. Week 1954
Hvy. Nat. steers	.....	10 $\frac{1}{2}$ @11n	11 $\frac{1}{2}$ @14
Lt. Nat. steers	.....	13 @13 $\frac{1}{2}$ n	13 @13 $\frac{1}{2}$ n
Hvy. Tex. steers	.....	9 $\frac{1}{2}$ n	9 $\frac{1}{2}$ n
Ex. lgt. Tex.	.....	14 $\frac{1}{2}$ n	14n
Butt branded steers	.....	9 $\frac{1}{2}$ n	9 $\frac{1}{2}$ n
Col. steers	.....	9n	9n
Branded cows	.....	9 $\frac{1}{2}$ @10n	10 $\frac{1}{2}$ @11
Hvy. Nat. cows	.....	10 $\frac{1}{2}$ @11n	11 $\frac{1}{2}$ @12 $\frac{1}{2}$ n
Lt. Nat. cows	.....	12 $\frac{1}{2}$ @13n	14 @14 $\frac{1}{2}$ n
Nat. bulls	.....	8 @8 $\frac{1}{2}$ n	10 @10 $\frac{1}{2}$ n
Branded bulls	.....	7 @7 $\frac{1}{2}$ n	.....
Calfskins, Nor.	.....	10/15. 40n	40n
10/down	.....	42 $\frac{1}{2}$ n	42 $\frac{1}{2}$ n
Kips, Nor., nat.	.....	15/25. 24 $\frac{1}{2}$ @25 $\frac{1}{2}$ n	25 @25 $\frac{1}{2}$ n
Kips, Nor., branded,	.....	15/25 @23n	22 $\frac{1}{2}$ @23n

SMALL PACKER HIDES

STEERS AND COWS:	
60 lbs. and over....	9 @9 $\frac{1}{2}$ n 9 @9 $\frac{1}{2}$ n
50 lbs.	10 $\frac{1}{2}$ n 10 $\frac{1}{2}$ @11n

SMALL PACKER SKINS

Calfskins, und. 15 lbs.	24 @25n	25n
Kips, 15/30	17 @18n	15 @17n

SHEEPSKINS

Packer shearlings,		
No. 1	.....	2.50 1.35n
Dry Pelts	.....	27@27 $\frac{1}{2}$ n 24n
Horsehides, untrim.	7.75@8.00n	10.50@11.00n

N. Y. HIDE FUTURES

FRIDAY, FEB. 18, 1955		Open	High	Low	Close
Apr.	....	12.87b	12.85	12.61	12.62
July	....	13.43b	13.41	13.22	13.21b
Oct.	....	13.93b	13.95	13.75	13.73b
Jan.	....	14.40b	.....	.....	14.18b
Apr.	....	14.80b	.....	.....	14.63b
July	....	15.20b	.....	.....	15.00b

Sales: 55 lots.

MONDAY, FEB. 21, 1955		Open	High	Low	Close
Apr.	....	12.62	12.64	12.38	12.48
July	....	13.25	13.25	12.97	13.05
Oct.	....	13.70b	13.60	13.52	13.59
Jan.	....	14.13b	.....	.....	14.02b
Apr.	....	14.60b	14.50	14.89	14.45b
July	....	14.95b	.....	.....	14.82b

Sales: 107 lots.

TUESDAY, FEB. 22, 1955

Washington's Birthday
No trading in hide futures

WEDNESDAY, FEB. 23, 1955

Apr.	....	12.35b	12.44	12.35	12.40b
July	....	12.95	13.12	12.95	13.00b
Oct.	....	13.45b	13.52	13.52	13.58
Jan.	....	13.95b	.....	.....	13.95
Apr.	....	14.40b	.....	.....	14.42
July	....	14.85b	.....	.....	14.79n

Sales: 28 lots.

THURSDAY, FEB. 24, 1955

Apr.	....	12.35	12.42	12.35	12.47b
July	....	13.08-07	13.00	13.00	13.10b
Oct.	....	13.54b	13.55	13.54	13.60b
Jan.	....	13.95b	14.00	14.00	14.07b
Apr.	....	14.42b	.....	.....	14.50b
July	....	14.79b	.....	.....	14.95b-15.10a

Sales: 25 lots.

Europe Puts More Emphasis On Leather Study Than U. S.

European countries place more emphasis on the need for training men for the leather industry than does the United States, it was revealed at a tanners club meeting in Philadelphia recently. In Britain, Leeds University has a four-year course leading to a degree specializing in leather. Then, there is the Leather Sellers' College in London which also gives a diploma in leather instruction.

German tanning companies offer courses in tanning and leather work, not to mention schools on the prep level which train men for the leather trade. In Lyon, France, there is an elaborate leather school equipped to give instruction in tanning and leather research.

PORK • BEEF • LAMB • VEAL
CANNED MEATS
COMMERCIAL SHORTENINGS
NATURAL CASINGS • DRY
SAUSAGE • LARD FLAKES



Rath
BLACK HAWK
MEATS
 FROM THE LAND O' CORN

THE RATH PACKING CO., WATERLOO, IOWA

BETTER COLOR BOOSTS SALES



It pays to cure meat products with **CEBICURE OR CEBITATE**

TRADE-MARK
(Ascorbic Acid Merck)

TRADE-MARK
(Sodium Ascorbate Merck)

New Facts about CEBICURE and CEBITATE

Millions of pounds of cooked, cured sausage products with better, longer lasting cure-color and protection against color-fade are being produced weekly—by using CEBICURE or CEBITATE. . . . Many processors find that CEBITATE speeds the development of uniform pink color and minimizes discoloration in corned beef. The use of CEBITATE in corned beef curing pickles now is approved by the M.I.B. . . . Current tests with primal cuts show that CEBITATE provides for an earlier development of a more uniform cure-color.

Other Important Advantages of CEBICURE and CEBITATE

1. Cut production costs by reducing curing time and eliminating need for precuring in many cases.
2. Make meat products look more appetizing—sell faster.

3. Guard against costly losses by retarding color-fade during storage.

4. Designed especially for use in curing meat products. Dissolve readily in cold water and adapt easily to existing procedures and equipment.

SUPPLIED in convenient avoirdupois packages. Shipped with transportation prepaid from conveniently located stock points.

SEND FOR THIS FREE NEW BOOKLET

A Handy Reference Guide for Meat Processors provides up-to-date procedures for using CEBICURE and CEBITATE, *plus* the kind of information most often needed in meat processing. Included are time-saving tables, outlines on how to identify and eliminate different types of bacteria and molds in sausages, together with many other subjects. For free copy, please address Dept. NP 226.



Research and Production
for the Nation's Health



MERCK & CO., INC.
Manufacturing Chemists
RAHWAY, NEW JERSEY

PHILADELPHIA FRESH MEATS

Tuesday, February 22, 1955

WESTERN DRESSED

BEEF (STEER):		Cwt.
Choice, 500/700	.....	\$42.50@45.00
Choice, 700/900	.....	40.50@44.00
Good, 500/700	.....	36.50@39.75

COW:		
Commercial, all wts.	.....	28.50@31.00
Utility, all wts.	.....	25.75@28.00

VEAL (SKIN OFF):		
Choice, 80/110	.....	43.00@46.00
Choice, 110/150	.....	43.00@46.00
Good, 50/80	.....	32.00@36.00
Good, 80/110	.....	36.00@42.00
Good, 110/150	.....	38.00@42.00
Commercial, all wts.	.....	25.00@30.00
Utility, all wts.	.....	22.00@25.00

LAMB:		
Prime, 30/50	.....	44.00@46.00
Prime, 50/60	.....	38.00@44.00
Choice, 30/50	.....	44.00@46.00
Choice, 50/60	.....	38.00@44.00
Good, all wts.	.....	40.00@44.00
Utility, all wts.	.....	35.00@40.00

MUTTON (EWE):		
Choice, 70/down	.....	20.00@22.00
Good, 70/down	.....	18.00@21.00

PORK CUTS—CHOICE LOINS:		
(Bladeless included) 8/10	.....	43.00@45.00
(Bladeless included) 12/16	.....	None quoted
Butts, Boston style, 4/8	.....	35.00@37.00
SPARERIBS, 3 lbs. down	.....	36.00@38.00

LOCALLY DRESSED

STEER BEEF (lb.):		Prime	Choice	Good
Hindqrts., 600/800	...	61@64	50@54	42@47
Hindqrts., 800/900	...	60@62	48@51	40@44
Rounds, no flank	...	51@55	46@52	42@45
Hip rd., with flank	...	51@54	45@51	41@44
Full loin, untrim.	...	65@70	48@54	42@45
Short loin, untrim.	...	85@95	60@66	50@56
Ribs (7 bone)	...	76@80	52@58	42@46
Arm chucks	...	37@40	36@39	32@35
Briskets	...	35@36	35@36	35@36
Short plates	...	16@18	16@18	16@18
Pork loins 8/12.46@50	...	Sk. hams 10/12.48@52		
Pork loins 12/16.45@49	...	Sk. hams 12/14.47@51		
Spareribs, 3/dn.39@41	...	Bos. butts, 4/8.35@42		

H. L. SPARKS & CO.



LIVESTOCK BUYERS

at stockyards in

National Stock Yards, Ill.

Peoria • Bushnell • Springfield

All our country points operate under Midwest Order Buyers.

Orders placed only through
NATIONAL STOCK YARDS, ILL.

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 BRIDGE 1-8394
 UPTon 3-4016

H. L. SPARKS & CO.



Week's Closing Markets

THURSDAY'S CLOSINGS Provisions

The live hog top at Chicago was \$16.90; average \$15.60. Provision prices were quoted as follows: Under 12 pork loins, 40; 10/14 green skinned hams, 39½@44; Boston butts, 31; 16/down pork shoulders, 28; 3/down spareribs, 31½@32; 8/12 fat backs, 9@10¼; regular pork trimmings, 15½ nom.; 18/20 DS bellies, 20 nom.; 4/6 green picnics, 26; 8/up green picnics, 23@23½.

P.S. loose lard was quoted at 10.87½ nom. and P.S. cash lard in tierces or drums at 12.47½ nominal.

Cottonseed Oil

Closing cottonseed oil futures in New York were quoted as follows: Mar. 15.04b-10a; May 15.12b-17a; July 15.13b-18a; Sept. 14.93; Oct. 14.87-88; Dec. 14.86-88; and Jan. 14.85b-95a;

Sales: 112 lots.

Meat Price Index Higher

The wholesale price index on meat for the week ended February 15 advanced half a percentage point to 85.4 from 84.9 the week before, according to the Bureau of Labor Statistics. Average primary market prices remained unchanged at 110.3 on the basis of the 1947-49 average of 100 per cent. Declines were registered in livestock and fats and oils, as lard declined 4.7; cottonseed oil, 3.8; tallow, 2.5; hogs, 2.1; and steers, 1.3 per cent.

HOG-CORN RATIO

The hog-corn ratio for barrows and gilts at Chicago for the week ended February 19, 1955 was 10.7, according to a report by the U.S. Department of Agriculture. The ratio compared with the 10.9 ratio reported for the preceding week and 17.0 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling at \$1.508 per bu. in the week ended February 19, 1955, \$1.499 per bu. in the previous week and \$1.528 per bu. for the same period a year earlier.

U. K. Fats Imports Bars Off

Britain has released from licensing regulations the importation of some animal fats as unrendered hog fat, lard, primer jus and oleo stock, the British Board of Trade has revealed. The release, which went into effect in January, will permit the free import of these items from the United States.

Mexicans Borrow on Second Half Cattle Export Quota

United States imports of cattle from Mexico during the first six weeks of 1955 totaled 140,000 head, according to special reports from border inspectors of the Agricultural Research Service. Mexican cattlemen have been successful in securing advanced utilization of some of the export quota for the second half of 1955.

The Ministry of Agriculture of Mexico in late December announced an export quota of 346,000 head of cattle (and meat in terms of live cattle) during the year of 1955. This quota was to be divided in two half-year quotas of equal size. But the January-June quota has now been increased in view of the strong demand for Mexican cattle in the United States.

Recent prices for good feeder cattle from Mexico delivered to El Paso averaged around 21c per lb. for calves, 19 to 20 for yearlings, 18 for 2-year olds, and 15½ to 16c for older steers. Some low-grade steers sold as low as 13½c per lb.

One reason for United States buyers interest in the Mexican cattle is the large shrinkage in crossing the border. The Mexican cattle cross the border, after being a day or more with little water or feed and because of this, are worth more per lb. than comparable cattle from neighboring ranches in the United States which have a better "fill." Until recently, a relatively large part of the cattle shipped from Mexico have been older steers due to the restricted movement from May 23, 1953 to Jan. 1, 1955.

HOG WEIGHTS AND COSTS

Average costs and weights of hogs at eight markets during January, 1955, with comparisons:

	BARROWS AND GILTS		AVERAGE WTS. (LBS.)	
	Jan.	Jan.	Jan.	Jan.
Chicago	\$18.75	\$25.15	250	245
Kansas City	17.01	25.50	238	237
Omaha	16.53	24.81	250	250
St. Louis Nat'l				
Stock Yards	17.45	25.65	227	228
St. Joseph	16.92	25.45	238	235
St. Paul	16.68	25.21	235	231
Sioux City	16.21	24.58	263	265
Indianapolis	17.42	25.58	232	231

LIVESTOCK CAR LOADINGS

A total of 5,957 cars was loaded with livestock during the week ended February 12, 1955, according to the American Association of Railroads. This was an increase of 138 cars over the same week of 1954, but 731 fewer than in the like period of 1953.

LIVESTOCK MARKETS... Weekly Review

January Cattle Kill Below Year Before; Hog Slaughter Gains

Slaughter of livestock under federal inspection in January showed a small decline in the number of cattle killed compared with December and January, 1954, with hog slaughter definitely in the decline for the season but larger than a year earlier. Slaughter of sheep and lambs has about reached its peak for the current feeding season. Calf slaughter was at its highest for January since 1948.

Packers under federal inspection butchered a total of 1,521,087 head of cattle in January for a small decrease from 1,582,719 in December and 1,541,041 a year earlier, despite the larger number of cattle on farms and ranches as the year opened. Last year's January cattle kill remains as an all-time record for the month, with this year's figure second largest.

The January increase in calf slaughter to 563,468 animals from 546,056 last year, placed it the largest for the month since 1948, but a good deal smaller than the December, 1954 kill of 638,732 head. The number of calves born in 1954 established a new record, but a large number of these moved into feedlots for possible slaughter as mature beef and to enlarge existing herds.

Hog slaughter, back on the increase, rose 17 per cent in January to 5,518,937 head from 4,712,157 last year. The season's peak of 6,119,109 hogs butchered was reached in December, ordinarily a January feature. The all-time January hog slaughter record of 7,839,000 was reached in 1944.

January slaughter of sheep and

lambs, with the feeding season about at its peak, rose to 1,223,337 head from 1,167,110 in December, but declined slightly from the 1,242,776 butchered in January, 1954. It was the fourth smallest January slaughter of the animals in over 20 years, the smaller ones being in 1950, 51 and 52.

FEDERALLY INSPECTED SLAUGHTER

CATTLE			
	1955	1954	
January	1,521,087	1,541,041	
February	1,302,454	1,302,454	
March	1,511,003	1,511,003	
April	1,416,787	1,416,787	
May	1,439,145	1,439,145	
June	1,570,363	1,570,363	
July	1,622,033	1,622,033	
August	1,635,175	1,635,175	
September	1,637,606	1,637,606	
October	1,616,193	1,616,193	
November	1,601,839	1,601,839	
December	1,582,719	1,582,719	

CALVES			
	1955	1954	
January	563,468	546,056	
February	517,691	517,691	
March	600,485	600,485	
April	598,377	598,377	
May	561,146	561,146	
June	622,028	622,028	
July	639,933	639,933	
August	640,390	640,390	
September	706,283	706,283	
October	738,211	738,211	
November	694,264	694,264	
December	638,732	638,732	

HOGS			
	1955	1954	
January	5,518,937	4,712,157	
February	3,883,165	3,883,165	
March	4,553,795	4,553,795	
April	3,853,109	3,853,109	
May	3,380,365	3,380,365	
June	3,453,270	3,453,270	
July	3,325,067	3,325,067	
August	3,852,044	3,852,044	
September	4,743,350	4,743,350	
October	5,177,810	5,177,810	
November	5,840,532	5,840,532	
December	6,119,109	6,119,109	

SHEEP AND LAMBS			
	1955	1954	
January	1,223,337	1,242,776	
February	1,098,106	1,098,106	
March	1,148,930	1,148,930	
April	1,095,684	1,095,684	
May	1,044,814	1,044,814	
June	1,199,683	1,199,683	
July	1,200,450	1,200,450	
August	1,207,354	1,207,354	
September	1,290,003	1,290,003	
October	1,291,251	1,291,251	
November	1,160,437	1,160,437	
December	1,167,110	1,167,110	

SALABLE LIVESTOCK AT 12 MARKETS IN JAN.

	Jan., 1955	Jan., 1954
CATTLE		
Chicago	192,030	183,960
Cincinnati	19,771	18,552
Denver	84,355	70,942
Fort Worth	44,303	41,914
Indianapolis	42,489	40,923
Kansas City	97,943	97,311
Oklahoma City	52,894	63,548
Omaha	193,817	181,833
St. Joseph	68,699	65,634
St. Louis NSY	73,142	79,012
Sioux City	115,250	106,254
S. St. Paul	93,350	91,821
Totals	1,078,043	1,041,704

CALVES		
Chicago	6,239	8,088
Cincinnati	4,604	4,417
Denver	16,273	15,501
Fort Worth	13,311	11,206
Indianapolis	5,745	6,675
Kansas City	7,715	10,341
Oklahoma City	8,041	5,724
Omaha	5,527	9,916
St. Joseph	4,051	6,542
St. Louis NSY	16,807	22,575
Sioux City	7,703	5,240
S. St. Paul	47,918	47,718
Totals	143,932	153,943

HOGS		
Chicago	267,492	188,506
Cincinnati	66,547	52,619
Denver	22,227	14,140
Fort Worth	9,590	5,143
Indianapolis	202,852	155,018
Kansas City	40,744	27,716
Oklahoma City	13,349	7,141
Omaha	246,474	177,000
St. Joseph	122,176	77,329
St. Louis NSY	216,021	153,696
Sioux City	224,952	197,214
S. St. Paul	270,800	200,832
Totals	1,703,263	1,259,354

SHEEP		
Chicago	62,155	59,645
Cincinnati	3,292	2,655
Denver	73,045	44,552
Fort Worth	51,465	60,234
Indianapolis	20,661	22,838
Kansas City	31,739	18,337
Oklahoma City	11,273	9,278
Omaha	90,595	70,668
St. Joseph	24,070	23,540
St. Louis NSY	29,943	25,489
Sioux City	54,225	47,840
S. St. Paul	63,862	71,955
Totals	516,334	457,031

BUFFALO LIVESTOCK

Receipts at Buffalo, N. Y., in Jan., 1955, as reported by the USDA:

	Cattle	Calves	Hogs	Sheep
Receipts	21,716	5,083	4,663	43,400
Shipments	14,697	1,245	1,912	37,190
Local slaughter	7,019	3,838	2,751	6,210



THE FACTS ARE:

We are the biggest - - -
because we are the best!

BLOOMINGTON, ILL.
CHATTANOOGA, TENN.
CINCINNATI, OHIO
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FULSON, KY.
INDIANAPOLIS, IND.
JACKSON, MISS.
JONESBORO, ARK.

LAFAYETTE, IND.
LOUISVILLE, KY.
MEMPHIS, TENN.
MONTGOMERY, ALA.
NASHVILLE, TENN.

OMAHA, NEBR.
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SIOUX CITY, IOWA
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VALPARAISO, IND.

SERVICE

KENNETT-MURRAY
LIVESTOCK BUYING

ADELMANN

...the kind your ham makers prefer

The most complete line available. Over 100 sizes, 10 different shapes. All in Cast Aluminum—some in Stainless Steel. Ask for booklet "The Modern Method", listing all and containing valuable ham boiling hints.

HAM BOILER CORPORATION
OFFICE AND FACTORY, PORT CHESTER, N. Y.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Monday, February 21, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul
HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

Choice:

120-140 lbs.	None rec.	None rec.	None rec.	None rec.	None rec.
140-160 lbs.	\$15.50-16.75	None rec.	None rec.	None rec.	None rec.
160-180 lbs.	16.75-17.10	\$15.00-17.00	None rec.	None rec.	\$16.50-17.00
180-200 lbs.	17.00-17.25	16.25-17.25	\$16.75-17.15	\$17.00-17.50	17.00-17.50
200-220 lbs.	16.75-17.25	16.50-17.25	16.75-17.15	17.00-17.50	17.00-17.50
220-240 lbs.	16.25-17.00	16.25-17.25	16.75-17.15	16.75-17.50	15.50-17.00
240-270 lbs.	15.50-16.75	15.75-16.50	15.75-16.75	16.00-17.00	15.00-16.00
270-300 lbs.	15.35-15.75	15.25-16.00	15.25-15.75	15.25-16.25	14.25-15.25
300-330 lbs.	15.25-15.50	15.00-15.25	None rec.	14.50-15.50	14.00-14.75
330-360 lbs.	None rec.	14.75-15.00	None rec.	14.50-15.50	13.50-14.25

Medium:

160-220 lbs.	None rec.	None rec.	None rec.	13.50-16.50	None rec.
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SOVS:

Choice:

270-300 lbs.	15.25 only	15.00 only	15.25 only	None rec.	14.25-14.50
300-330 lbs.	15.25 only	15.00 only	15.00-15.25	None rec.	14.25-14.50
330-360 lbs.	15.00-15.25	14.75-15.00	14.75-15.00	14.25-14.75	14.25-14.50
360-400 lbs.	14.75-15.00	14.50-14.75	14.50-15.00	14.25-14.75	14.00-14.25
400-450 lbs.	14.50-14.75	14.25-14.75	14.00-14.50	13.50-14.50	13.50-14.00
450-550 lbs.	13.50-14.50	13.50-14.25	13.75-14.00	13.50-14.50	12.75-13.50

Medium:

250-500 lbs.	None rec.	None rec.	None rec.	12.50-14.25	None rec.
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SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:

700-900 lbs.	27.50-30.50	28.00-34.00	25.50-31.00	None rec.	27.50-30.50
900-1100 lbs.	28.00-31.00	29.00-34.50	26.00-31.50	27.00-31.50	28.00-31.00
1100-1300 lbs.	28.00-31.00	31.00-35.00	26.50-31.50	28.00-32.50	28.00-31.00
1300-1500 lbs.	27.50-30.50	31.00-35.00	26.50-31.50	27.00-32.50	27.50-30.50

Choice:

700-900 lbs.	24.00-28.00	23.50-29.00	22.00-26.00	22.50-27.00	23.50-28.00
900-1100 lbs.	24.25-28.00	24.25-31.00	22.75-26.50	22.75-28.00	24.00-28.00
1100-1300 lbs.	24.25-28.00	24.00-31.00	22.75-26.50	22.50-28.00	23.50-28.00
1300-1500 lbs.	24.00-28.00	23.75-31.00	22.50-26.50	22.00-28.00	23.50-28.00

Good:

700-900 lbs.	19.50-24.25	19.25-24.25	17.50-22.00	18.50-22.50	18.00-24.00
900-1100 lbs.	20.00-24.25	19.25-24.25	17.50-22.75	18.50-22.75	18.50-24.00
1100-1300 lbs.	20.00-24.25	19.25-24.25	17.50-22.75	18.50-22.75	18.00-24.00

Commercial,

all wts.	17.00-20.00	16.00-19.25	15.00-17.50	16.00-18.50	15.00-18.50
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Utility,

all wts.	14.00-17.00	13.50-16.00	11.00-15.00	13.00-16.00	13.00-15.00
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HEIFERS:

Prime:

600-800 lbs.	27.00-28.50	25.50-29.50	24.00-26.50	None rec.	None rec.
800-1000 lbs.	27.25-28.50	26.00-30.00	24.50-27.00	25.00-26.50	None rec.

Choice:

600-800 lbs.	23.00-27.25	21.50-26.00	19.75-24.50	20.50-25.00	22.00-24.50
800-1000 lbs.	23.00-27.25	21.50-26.00	20.50-24.50	20.50-25.00	22.00-24.50

Good:

500-700 lbs.	19.00-23.50	18.00-21.50	16.00-20.00	16.00-20.50	17.00-22.00
700-900 lbs.	19.00-23.50	18.00-21.50	16.00-20.50	16.00-20.50	17.00-22.00

Commercial,

all wts.	16.00-19.00	15.00-18.00	13.00-16.50	13.00-16.00	14.00-17.00
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Utility,

all wts.	12.00-16.00	11.50-15.00	10.50-13.00	10.00-13.00	12.00-14.00
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COWS:

Commercial,

all wts.	12.50-14.00	12.75-14.50	12.75-14.00	12.75-14.25	13.00-14.00
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Utility,

all wts.	11.50-12.50	11.25-12.75	12.00-12.75	11.50-13.00	11.00-13.00
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Cn. & cut.

all wts.	9.00-11.50	9.25-11.75	9.50-12.00	9.50-11.50	9.50-11.00
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BULLS (Yrly. Excl.) All

Good	None rec.	11.50-15.00	None rec.	11.00-13.00	13.50-14.50
Commercial	13.00-14.50	15.75-16.50	14.00-14.50	14.00-15.00	13.50-14.50
Utility	12.00-13.00	13.75-15.75	12.50-14.00	12.00-14.00	13.00-15.50
Cutter	9.50-12.00	11.50-13.75	10.00-12.50	10.50-12.00	13.00-15.50

VEALERS, All Weights:

Ch. & pr.	23.00-29.00	27.00-29.00	22.00-24.00	21.00-25.00	22.00-25.00
Com'l & gd.	15.00-23.00	17.00-27.00	13.00-22.00	14.00-21.00	14.00-22.00

CALVES (500 Lbs. Down):

Ch. & pr.	19.00-24.00	19.00-24.00	17.00-19.00	19.00-22.00	16.00-19.00
Com'l & gd.	15.00-19.00	14.00-19.00	12.00-17.00	13.00-19.00	12.00-16.00

SHEEP & LAMBS:

LAMBS (110 Lbs. Down):

Ch. & pr.	21.75-22.50	21.50-23.00	21.50-22.50	22.25-22.75	21.50-22.50
Gd. & ch.	20.75-21.75	20.75-22.00	20.50-21.75	20.50-22.25	19.50-21.50

LAMBS (Shorn, 105 Lbs. Down):

Ch. & pr.	20.00-21.00	20.00-21.00	20.25-21.50	21.00-21.75	19.00-20.75
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EWES:

Gd. & ch.	5.50-6.50	7.00-9.25	6.75-8.25	7.50-8.50	8.00-9.00
Cull & util.	4.00-5.50	6.00-7.50	5.50-6.75	5.50-7.50	5.50-8.00

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers.

CATTLE

	Week Ended Feb. 19	Prev. Week Feb. 19	Cor. Week 1954
Chicago	24,666	24,300	24,040
Kan. City	13,636	14,709	17,031
Omaha	26,468	25,954	29,201
E. St. Louis	7,854	7,651	10,501
St. Joseph	10,882	9,701	10,363
Sioux City	7,915	7,474	11,386
Wichita	4,225	3,099	4,613
New York & Jer. City	10,854	10,846	12,422
Okl. City	8,340	8,137	5,014
Cincinnati	4,242	7,493	4,536
Denver	11,545	13,648	12,481
St. Paul	16,305	15,294	21,854
Milwaukee	5,623	4,800	5,122
Totals	152,551	153,166	169,168

HOGS

Chicago	45,392	39,118	27,932
Kan. City	9,677	8,007	7,775
Omaha	40,704	41,913	29,070
E. St. Louis	34,785	25,663	28,788
St. Joseph	24,880	25,812	14,632
Sioux City	20,633	20,150	18,291
Wichita	12,307	11,876	5,701
New York & Jer. City	49,770	51,029	45,769
Okl. City	12,218	12,655	13,359
Cincinnati	1,046	24,001	14,573
Denver	10,188	12,626	10,443
St. Paul	43,954	37,500	36,375
Milwaukee	4,141	3,559	4,419
Totals	315,695	323,900	254,007

SHEEP

Chicago	7,349	4,906	5,747
Kan. City	8,369	5,749	1,424
Omaha	14,571	18,129	15,860
E. St. Louis	3,901	5,352	2,140
St. Joseph	18,172	10,053	11,841
Sioux City	5,527	5,292	10,190
Wichita	1,936	750	1,377
New York & Jer. City	48,569	47,553	54,432
Okl. City	1,409	1,873	3,516
Cincinnati	486	682	362
Denver	10,065	17,081	18,162
St. Paul	4,605	6,417	4,864
Milwaukee	1,063	1,326	566
Totals	127,522	125,143	130,481

*Cattle and calves.

*Federally inspected slaughter, including directs.

*Stockyards sales for local slaughter.

*Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter in Canada for week ended February 12:

Week	Week	Same
Feb. 12	Feb. 12	Week
1955	1954	1954
CATTLE		
Western Canada	13,017	14,193
Eastern Canada	14,331	14,461
Totals	27,348	28,654
HOGS		
Western Canada	51,974	41,828
Eastern Canada	53,347	48,550
Totals	105,321	90,378
All hog carcasses	112,596	98,002
grated		
SHEEP		
Western Canada	4,141	4,443
Eastern Canada	3,081	3,150
Totals	7,222	7,593

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Feb. 19:

Cattle Calves Hogs	231	127	18
Total (inc. directs)	4,667	2,208	22,475
Prev. week:			
Salable	218	22	
Total (inc. directs)	5,838	3,005	23,443

*Including hogs at 31st St.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

Cattle	Calves	Hogs	Sheep
Feb. 17	2,697	446	13,411
Feb. 18	751	265	9,278
Feb. 19	80		2,033
Feb. 21	16,536	492	9,150
Feb. 22	5,500	400	13,500
Feb. 23	12,000	400	15,000
Week so far	34,036	1,292	37,650
Wk. ago	38,284	2,209	38,533
Yr. ago	37,957	1,353	26,481
2 years ago	34,066	1,115	32,017
*Including 100 cattle, 8,100 hogs and 200 sheep direct to packers.			

SHIPMENTS

Feb. 17	2,518	34	1,857
Feb. 18	1,073	4	1,710
Feb. 19	203		139
Feb. 21	3,841		1,507
Feb. 22	2,000		1,000
Feb. 23	5,000		2,000
Week so far	10,841		4,507
Wk. ago	13,501		4,300
Yr. ago	15,472		127
2 years ago	12,543		18,412

FEBRUARY RECEIPTS

Cattle	Calves	Hogs	Sheep
1955	134,839	150,151	5,964
1954	124,118	159,827	41,079

FEBRUARY SHIPMENTS

	1955	1954
Cattle	55,877	63,321
Hogs	31,277	15,181
Sheep	32,711	21,331

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 19, 1955, as reported to The National Provisioner:

CHICAGO

Armour, 10,419 hogs; Wilson, 6,919 hogs; Agar, 12,041 hogs; Shipers, 7,306 hogs; and Others, 16,915 hogs.
Totals: 24,066 cattle; 978 calves; 52,698 hogs; and 7,589 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,793	655	1,983	1,289
Swift	2,169	667	3,237	1,838
Wilson	1,587	....	2,214	....
Butchers	4,926	1	884	....
Others	828	....	1,359	542
Totals	12,303	1,323	9,677	3,660

OMAHA

	Cattle and Calves	Hogs	Sheep
Armour	6,832	9,111	4,813
Cudahy	3,862	8,053	2,254
Swift	5,162	5,934	3,315
Wilson	3,453	6,610	3,089
Am. Stores	660	....	....
Cornhusker	1,076	....	....
O'Neill	557	....	....
Neb. Beef	643	....	....
Engle	75	....	....
Gr. Omaha	738	....	....
Hoffman	91	....	....
Rothschild	1,102	....	....
Roth	924	....	....
Kingman	1,423	....	....
Merchants	105	....	....
Midwest	99	....	....
Omaha	589	....	....
Union	551	....	....
Others	....	12,956	....
Totals	27,942	42,664	13,474

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	2,115	633	14,372	1,996
Swift	2,800	1,393	15,492	1,905
Hunter	913	....	2,436	....
Hell	....	....	1,885	....
Krey	....	....	600	....
Laclede	....	....	....	....
Luer	....	....	....	....
Totals	5,828	2,026	34,785	3,901

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	3,536	437	9,768	5,056
Armour	3,810	440	8,078	3,036
Others	4,062	1	2,214	269
Totals*	11,348	887	20,060	8,361

*Do not include 23 cattle, 195 calves, 7,034 hogs and 10,080 sheep direct to packers.

SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,981	....	14,259	4,752
Sioux City	....	....	....	....
Dr. Bf.	862	....	....	....
Swift	3,384	....	5,021	5,982
Butchers	525	6	....	....
Others	9,676	....	19,285	2,701
Totals	18,428	6	38,565	13,435

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	1,346	368	1,760	....
Kansas	....	....	....	....
Dunn	94	....	....	....
Dodd	124	....	....	....
Sunflower	45	....	347	....
Pioneer	....	....	....	....
Excel	646	....	....	....
Armour	44	....	868	....
Swift	....	....	1,068	....
Others	1,075	....	173	52
Totals	3,374	368	2,280	1,988

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,286	189	687	521
Wilson	1,617	194	600	832
Others	2,632	632	1,203	51
Totals*	6,535	1,015	2,490	1,404

*Do not include 790 cattle, 9,719 hogs and 5 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	98	....	....	....
Cudahy	....	....	....	....
Swift	72	....	....	....
Wilson	139	39	....	....
Ideal	1,154	....	....	....
United	802	15	181	....
Com'l	629	....	....	....
Acme	508	....	....	....
Coast	418	....	....	....
Salter	383	....	....	....
Others	3,591	221	1,027	....
Totals	6,854	275	1,208	....

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	2,035	119	4,175	8,211
Swift	1,827	65	3,208	10,472
Cudahy	932	164	2,525	374
Wilson	870	....	....	....
Others	7,591	119	2,666	383
Totals	12,555	467	12,574	19,440

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall	....	....	....	273
Kahn's	....	....	....	....
Meyer	....	....	....	....
Schlachter	127	....	....	....
Northside	....	....	....	....
Others	3,432	1,074	18,838	213
Totals	3,559	1,101	18,838	486

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	6,621	4,489	17,229	3,588
Bartusch	1,230	....	....	....
Rifkin	901	30	....	....
Superior	1,326	....	....	....
Swift	6,227	3,214	26,725	1,017
Others	2,676	3,452	13,504	3,971
Totals	19,981	11,185	57,458	8,576

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	1,548	853	870	5,219
Swift	1,082	1,036	655	5,407
Bl. Bon.	314	51	276	....
City	468	7	81	....
Rosenthal	118	3	....	....
Totals	3,530	1,950	1,882	10,626

TOTAL PACKER PURCHASES

	Week end. Feb. 19	Prev. Same Wk. Feb. 19	Week 1954
Cattle	155,968	153,971	158,245
Hogs	295,188	225,929	216,093
Sheep	92,949	89,105	77,966

CORN BELT DIRECT TRADING

Des Moines, Feb. 23—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were reported by the USDA as follows:

Hogs, good to choice:

160-180 lbs.	\$13.60@15.65
180-240 lbs.	15.50@16.40
240-300 lbs.	14.00@16.15
300-400 lbs.	13.40@14.90

Sows:

270-360 lbs.	13.75@14.40
400-500 lbs.	11.50@13.25

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This Week estimated	Last Week actual
Feb. 17	52,000	45,500
Feb. 18	40,500	67,000
Feb. 19	27,000	30,000
Feb. 21	77,000	66,000
Feb. 22	19,000	48,000
Feb. 23	55,000	67,500

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Feb. 23, were as follows:

CATTLE:

Steers, ch. & pr.	None rec.
Steers, gd. & ch.	\$24.00@25.00
Steers, com'l & gd.	20.00@23.25
Heifers, com'l & gd.	15.00@22.00
Heifers, util. & com'l	14.00@18.50
Cows, util. & com'l	12.00@15.00
Cows, can. & cut.	9.00@12.00
Bulls, util. & com'l	14.00@16.50

VEALERS:

Choice & prime	\$29.00@30.00
Good & choice	24.00@28.00
Util. & com'l	10.00@14.00
Culls	6.00@8.00

HOGS:

Choice, 160/240	\$16.75@17.50
Sows, 400/down	14.75 only

LAMBS:

Good & choice	None rec.
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HYGRADE'S
BEEF · VEAL · LAMB
PORK

HYGRADE'S
ALL-BEEF
FRANKFURTERS

HYGRADE'S
ORIGINAL
WEST VIRGINIA
CURED HAM

HYGRADE'S
HONEY BRAND
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HYGRADE'S
CORNED BEEF
AND TONGUE

HYGRADE
in name...
high grade in fact!

... also a complete line
of Hygrade's Frozen Meats,
Pre-Cooked Frozen Foods
and Canned Meats

HYGRADE FOOD PRODUCTS CORP.
EXECUTIVE OFFICES: 2811 MICHIGAN AVENUE, DETROIT 16

**Pep-Up Sales
and Boost
Your Profits
with**

**CAINCO
SEASONINGS**

Cainco Seasonings Satisfy!

Tastier sausage, loaves and specialties result in livelier demand... and a healthier all-around sales picture! CAINCO provides the answer to all your season problems by offering BOTH Soluble and Natural Spice Seasonings.

CAINCO Soluble Seasonings are proven sales-getters and profit-makers

... give sausage, Loaves and specialty products a taste ap-

peal that pays big dividends... assure absolute uniformity batch after batch!

CAINCO Natural Spice Seasonings are perfectly blended to suit your most discriminating requirements... give your products a high-quality appeal that wins new customers and influences sales-repeats. Make the logical switch now to CAINCO!

CAINCO, INC.

Exclusive Distributors of ALBULAC

222-224 WEST KINZIE STREET • CHICAGO 10, ILLINOIS

Superior 7-3611

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the USDA Marketing Service for week ended February 19, 1955, with Comparisons)

STEERS AND HEIFERS: Carcasses

Week ended Feb. 19....	13,151
Week previous	10,857
Same week year ago....	10,951

COW:

Week ended Feb. 19....	2,121
Week previous	3,232
Same week year ago....	1,151

BULL:

Week ended Feb. 19....	437
Week previous	634
Same week year ago....	287

VEAL:

Week ended Feb. 19....	10,310
Week previous	9,633
Same week year ago....	10,941

LAMB:

Week ended Feb. 19....	30,687
Week previous	25,572
Same week year ago....	35,952

MUTTON:

Week ended Feb. 19....	902
Week previous	561
Same week year ago....	910

HOG AND PIG:

Week ended Feb. 19....	6,460
Week previous	6,080
Same week year ago....	5,555

PORK CUTS:

Week ended Feb. 19....	1,185,653
Week previous	1,048,140
Same week year ago....	1,211,655

BEEF CUTS:

Week ended Feb. 19....	127,445
Week previous	115,397
Same week year ago....	213,506

VEAL AND CALF CUTS:

Week ended Feb. 19....	14,589
Week previous	19,526
Same week year ago....	4,975

LAMB AND MUTTON:

Week ended Feb. 19....	7,307
Week previous	14,869
Same week year ago....	14,736

BEEF CURED:

Week ended Feb. 19....	9,742
Week previous	18,785
Same week year ago....	...

PORK CURED AND SMOKED:

Week ended Feb. 19....	304,150
Week previous	101,672
Same week year ago....	293,805

LARD AND PORK FAT:

Week ended Feb. 19....	46,134
Week previous	3,000
Same week year ago....	6,547

LOCAL SLAUGHTER

CATTLE:

Week ended Feb. 19....	10,854
Week previous	10,846
Same week year ago....	12,422

CALVES:

Week ended Feb. 19....	9,516
Week previous	10,533
Same week year ago....	10,410

HOGS:

Week ended Feb. 19....	49,770
Week previous	51,029
Same week year ago....	45,769

SHEEP:

Week ended Feb. 19....	48,509
Week previous	47,553
Same week year ago....	54,432

COUNTRY DRESSED MEATS

VEAL:

Week ended Feb. 19....	6,560
Week previous	6,198
Same week year ago....	6,616

HOGS:

Week ended Feb. 19....	32
Week previous	58
Same week year ago....	150

LAMB AND MUTTON:

Week ended Feb. 19....	144
Week previous	72
Same week year ago....	134

WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ended February 19, was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	10,854	9,518	49,770	48,509
Baltimore, Philadelphia	7,580	1,178	25,494	1,934
Cincinnati, Cleveland, Detroit, Indianapolis	15,807	4,680	93,394	12,703
Chicago Area	25,218	7,395	68,963	7,418
St. Paul-Wis. Areas ²	29,300	30,442	102,052	14,069
St. Louis Area ³	12,325	4,711	74,778	8,070
Sioux City	8,043	9	18,278	5,461
Omaha Area	30,291	864	64,763	20,040
Kansas City	13,059	3,006	24,196	9,276
Iowa-So. Minnesota ⁴	27,041	12,681	281,455	34,091
Louisville, Evansville, Nashville, Memphis	8,414	6,929	45,402	Not Available
Georgia-Alabama Areas ⁵	6,652	2,624	22,530	...
St. Joseph, Wichita, Oklahoma City	17,824	2,900	48,098	16,028
Ft. Worth, Dallas, San Antonio	13,462	6,211	19,203	10,573
Denver, Ogden, Salt Lake City	15,592	1,054	18,014	23,115
Los Angeles, San Francisco Areas ⁶	25,224	2,436	33,912	31,961
Portland, Seattle, Spokane	6,538	432	13,853	4,332
GRAND TOTALS	273,233	97,070	1,002,155	248,480
Totals previous week	273,066	93,900	958,522	247,473
Totals same week, 1954	233,448	94,171	855,307	254,926

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Newport, Minn., and Madison. ³Includes Green Bay, Wis. ⁴Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁵Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁶Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

SOUTHEASTERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida during the week ended Feb. 18:

	Cattle	Calves	Hogs
Week ended Feb. 18	2,617	786	11,508
Week previous (five days)	3,119	1,094	12,274
Corresponding week last year	2,414	870	15,167

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 8 words. Headlines 75c extra. Listing advertisements 75c per line. Displayed \$9.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

POSITION WANTED

SALES MANAGER

Thoroughly experienced in directing entire sales operation. Including the sale of sausage, packaged luncheon meats, smoked meats, and fresh meats; by order salesmen and peddler-truck salesmen. Well qualified to direct advertising and sales promotion programs. Have handled chain store accounts.

W-60, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Over 20 years with meat packer, including 14 years' actual selling experience. Past 9 years contacting independent packers and sausage makers. Have overall practical knowledge of industry. Interested in securing position in the packaging field, equipment manufacturer or supplier who sells to the meat industry, or with independent packer. W-61, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

OFFICE MANAGER-CONTROLLER: 20 years' experience in meat packing plants. Departmental costs, financial statements, budgets. Large and medium size plants. W-62, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: Young man with 5 years' experience desires position with medium sized southern independent packer. Able to establish and maintain complete cost system. W-63, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

GENERAL MANAGER: Young man desires position as general manager. Knowledge of all operations. Prefer southern state. W-64, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER: Experienced in quality and portion control, boning, cutting, processing, etc., for hotel and restaurant purveyors. 16 years' experience. W-65, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: Have 26 years' experience with large multi plant independent, covering every phase of pork, beef and lamb operations. W-66, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

YOUNG EXECUTIVE: Age 29. Am seeking affiliation with meat processing company. Presently employed as vice president and general manager of sausage manufacturing concern employing 78. Wide experience in sales, accounting, labor relations, purchasing, production. Willing to start at reasonable level with opportunity to advance. Prefer New England states. W-77, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

SUPERVISOR or FOREMAN: Fully experienced in the manufacturing and processing of sausage and canned meat products. Desire change. References available. W-67, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: Thorough knowledge of pork and provisions, hog buying, plant operations, sales, yields, conversions, etc. Over 20 years' experience. W-68, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOG-BEEF CASING: Man with practical experience. Can perform any operation on hog or beef casings. Will go anywhere. W-78, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

MAINTENANCE MAN WANTED: For packing plant. Must know ammonia refrigeration and be able to do general plant maintenance work. State age, experience and salary expected.

SCHWARTZMAN PACKING COMPANY P. O. Box 1358 Albuquerque, New Mexico

BEEF KILL FOREMAN Experienced man wanted to supervise large gang. Must be able to produce good beef dressing. Permanent position with Midwest packer. State age, qualifications and experience. Reply to Box W-69, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SUPERVISOR

We are interested in obtaining the services of a thoroughly qualified man to fill the position of assistant foreman to supervise hog and beef slaughtering and pork cutting operations. Position offers unlimited opportunities. State experience in detail, references, former employers supplied will be strictly confidential. Old established firm located in the south.

W-51, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

SAUSAGE FOREMAN

We are interested in obtaining the services of a thoroughly qualified sausage foreman, 30 to 45 years of age. This position offers unlimited opportunities for the right man. State experience, former employers and salary expected in first reply. Plant located in the south. All information will be held strictly confidential.

W-52, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER WANTED

Medium sized plant located in Virginia needs a "Top Notch" experienced Sales Manager. Do not apply unless you have a proven record either as Sales Manager or Assistant. The man we want must be of high morals and character and be capable of handling men. This is a real opportunity for the right man. Please include age, references, salary expected plus a recent photo with first letter. All replies will be kept in strict confidence.

W-54, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

NIGHT SUPERINTENDENT: To assume charge of all night operations. Must be experienced and able to handle men. Splendid opportunity for the right man. Please furnish references and a brief resume of your experience in initial application. THE OHIO PROVISION COMPANY, 6101 Walworth Ave., Cleveland 2, Ohio.

THE NATIONAL PROVISIONER

CLASSIFIED ADVERTISING

HELP WANTED

OPPORTUNITY: For alert, experienced, aggressive meat packer salesman 25 to 40 years of age, to represent established reputable packer in eastern Pennsylvania with territory headquarters in Pittsburgh. Real opportunity financially and for advancement. For the right man. Please state complete background as to experience and qualifications in detail. Future and permanent position secured if qualified. Write Box W-50, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

OPPORTUNITY: Small city cow slaughterer in New York state (Albany area) has opening for a young man to head sales in carcass cows and boneless meats. Background must include ability to slaughter, bone and sell. Please state experience. If you have the desire and ability to work, along with using your head, we want to hear from you. Housing accommodations are available. W-45, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

SUPERINTENDENT
To take complete charge of a small packing plant. Must be aggressive and know complete operation. Prefer young man. Central Kentucky location. Salary % of profits, option to buy stock out of profits. Address reply giving full details to Box W-70, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSOCIATE MEAT PACKER: With capital, be active, splendid proposition, references exchanged, South Texas town. Worth investigation. Reply to Box W-71, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER WANTED: For small meat packing plant located in the south. State your experience and also furnish references. W-72, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EQUIPMENT FOR SALE

- 1 Electric Crance, 1 1/2 with rail
 - 1 Flextooth Crusher with 25 HP
 - 1 Ding Separator
 - 1 Scott Solv. Extractor Plant
 - 1 Doelger & Kirsten Shear
 - 5 Conant Conveyors
 - 2 Jeffrey Vibrators
 - 1 Corrigan Conveyor
 - 1 Cumberland Crusher
 - 1 Sutton Gravity Separator & Dust Collector
 - 3 AO 12" 30" vibrating feeder
- FS-76, THE NATIONAL PROVISIONER
18 East 41st St. New York 17, N.Y.

USED TY-LINKERS

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Folding pocket knife for gift and advertising use. Stainless steel blade five inches long. Simulated ivory handle imprinted with your name—\$1.75 each. Write for catalog.

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- 7395—HOG & SHEEP CASING CLEANER: Boss #158, 2 HP. motor 375.00
- 7524—BAND SAW: Jones-Superior #54, 36", stainless steel top, V-belt drive, 15 HP. mtr. 625.00
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- 7735—MOLDS: (82) Anco #711, stainless steel, size 8 1/2" x 5" x 12", like new cond., new tension springs & ratchet covers. ea. 12.50
- 7736—MOLDS: (24) Globe Hoy #114, stainless steel, 12" x 6 1/2" x 5 1/2", with springs & covers, only used few times, like new. ea. 12.50
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- 7750—BONE CRUSHER: 1000# per hr., 20 HP. mtr., with special starter switch 350.00
- 7761—LARD FILLER: Anco #700, ser. #130, double nozzle, 1 1/2-5# capacity 200.00

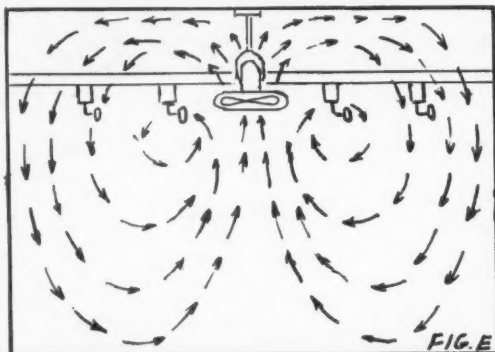
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